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PHARMACEUTICAL GIANT'S EXIT 'DISASTER' FOR LOCAL ECONOMY

# Who'll pick up the pieces when Pfizer leaves town?

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#### **ALSO INSIDE**

Λ0.Λ	DACE O
<b>Q&amp;A</b>	PAGE O
SCHOOLS	PAGE 10
LETTERS	PAGE 11
LEISURE START	ΓS PAGE 17
WEATHER	PAGE 26



Students enjoyed monster fun when they teamed up with a range of giant Disney characters including Sully from Monsters Inc.

The party of 76 pupils aged 14-15 from Clarendon House Grammar School in Ramsgate, met stars of decades of family films during a visit to Disneyland in Paris.

They attended a series of seminars delivered by lecturers from the Study Experience team which

works with the Disney resort.

Assistant head teacher Matthew Morley said: "The lectures gave our girls a fascinating insight into how Disneyland is run and various aspects of its operation.

By **NICK AMES** 

editorial@kosmedia.co.uk

PFIZER'S shock departure from its Sandwich site, with the loss of around 2,400 jobs, has been described as a disaster for the local economy.

The move has been branded "a body blow" and "an absolute disaster" by members of boththe Conservative and Labour parties.

Meanwhile politicians are looking at ways to minimise the effect on jobs and create employment opportunities in the wake of the multi-

national's decision.

Pfizer said the move is part of "a global programme of changes announced to accelerate Pfizer's long-term research and development strategy to create a more focused and sustain-

strategy to create a more locused and sustainable R&D engine for innovation."

Conservative MP for Thanet South, Laura Sandys, said: "We have 24 months to put in place a programme of reinvestment."

Her Tory parliamentary colleague George Freeman, a former biomedical company executive

said the site could be used by new companies.

University of Kent deputy vice chancellor Denise Everitt said the university was looking at "realistic options" to help mitigate the closure of the site.

She said: "We are considering what we might be able to do that will directly help to save the science base that has been created at Sandwich, and are working up a range of options."

But former Pfizer head of worldwide devel-

opment, Declan Doogan, now a biotech engineer with Amarin, based in Connecticut, USA, said this may not be possible.

SEE FULL STORY ON PAGE 3



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VISION: How Tesco sees the future of the Arlington House complex in Margate, and below, the planned superstore

# Tesco reveals plan for first-floor store

PLANS have been submitted for a Tesco superstore next to Arlington House in Margate, which developers say will create 300 jobs.

The application is for the store to be built on the existing car park.

Developers say a total of 409 new parking spaces would be provided at the ground floor level, with the store located above.

Because the shopping area is at the first floor level, the building includes a large front lobby to enable customers to get to the store, and a raised platform for lorry deliveries. Neither of these are usually required with ground floor stores.

The shopping area of the store is similar in size to the existing Tesco at Manston Road. Ramsgate.

The store is expected to bring 300 jobs to the area, according to infor-



mation submitted by developers as part of the application.

However, the plan has not been greeted positively by all residents.

Some locals say it will be a blow to existing local businesses and bring down house prices.

The application also includes improvements to Arlington House, including new windows, repairing and treating the concrete panels, new lighting and a roof canopy on top of the building.

The existing retail units in Arlington Square would be demolished and replaced with new shops, cafes, restaurants or bars, with a hotel above. The ground floor of Arlington House would become either shops, a cafe, restaurant, bar or community facility such as a doctor's surgery.

Details of the application are available on the council's website using UK Planning under reference number 10/1061.

The plans can also be viewed by visiting Thanet's Gateway Plus in Cecil Street, Margate from 9am to 6pm, Monday to Friday, with extended opening until 8pm on Thursdays.

The deadline for comments to be received is February 28.

Comments should be sent to planning.services@thanet.gov.uk.

The application will be considered by the council's planning committee in spring 2011.

#### Aitken girl's secret wedding

THE daughter of disgraced ex-Thanet South MP Jonathan Aitken has tied the knot with her Indian lover without informing her parents.

Former party girl Alexandra married Inderjot Singh in Amritsar city, part of India's northern state Punjab.

Their marriage was blessed by 150 holy men from the Nihang sect, a Sikh military order to which her husband belongs.

Her parents Jonathan and Lolicia, were absent from the celebrations.

Alexandra, who has changed her name to Harvinder Kaur Khalsa – the last name means "pure" – admitted that she kept the wedding a secret from everyone except her twin sister Victoria, who, she says, insisted on attending.

ed on attending. "When I said, 'Daddy, I might be wearing a turban next time you see me', it was a bit of a shock," she said. "But my father loves my husband. He's happy for us."

Mr Aitken, a former minister who



was sentenced to 18 months in prison in 1999 after being convicted of perjury and perverting the course of justice, has visited the newlyweds in India

Alexandra, 30, spotted her future husband two years ago when she was practising yoga at the Golden Temple

in Amritsar.
Although she spent a week in his

company, they did not exchange a word. It was only on her second visit that they declared their feelings for each other and decided to marry.

"I knew straight away he was my husband. Within one second it was completely clear," she said.

Alexandra and her twin were 18 when their father was jailed. Soon after, details emerged of their father's love-child by Soraya Khashoggi, the ex-wife of international arms dealer Adnan Khashoggi

Adnan Khashoggi.

The twins found themselves with a half-sister, Petrina and became regular faces on London's social circuit.

Alexandra later moved to Hollywood where she performed psychic readings for celebrities, before setting up a yoga retreat in Los Angeles.

Now she is keen to start a family and said she may have decided

against a return to life in Britain.
"I shall have my children running around the Himalayas," she said.

# Taskforce set up to soften Pfizer blow

By **NICK AMES** 

nick.ames@kosmedia.co.uk

POLITICIANS across the area have reacted with dismay at news that Pfizer is pulling out of its Sandwich

Some 2,400 people work at the pharmaceutical giant's Sandwich plant, and the effect on east Kent's already fragile economy is likely to be

devastating.

The move has been branded "a body blow" and "an absolute disaster" by members of both Conservative and Labour parties.

Pfizer said the move is part of "a global programme of changes announced today to accelerate Pfizer's long-term research and development strategy to create a more focused and sustainable R&D engine for innovation."

The company added: "The number of Pfizer colleagues currently employed at our Sandwich site is approximately 2,400.

Over the next 18-24 months a majority of these positions will be redundant, but we hope to transfer several hundred positions to other Pfizer sites or to external partners, subject to employee consultation and other legal requirements."

#### Concerned

Conservative MP for Thanet South Laura Sandys said: "This is a body blow to east Kent. I am particularly concerned for all those employees at Sandwich Pfizer and small business-

es associated with the company.
"I am arranging a meeting with the senior team at Pfizer and have had a commitment that they will play an active part in supporting the local community over the next 24 months."

"Having spoken to the business and research and development minister David Willets and with Pfizer, I am pleased that we are establishing a taskforce with ministers, Kent County Council and Pfizer to put together a dynamic transitional plan to attract new businesses to the Sandwich site.

"We have 24 months to put in place a programme of re-investment, and to ensure that this prime location becomes the home of new businesses.

"We are committed to marketing the strategic benefits of the facility. It is a purpose-built research and development facility with impressive



buildings, superb surrounding infra-structure, and close to Europe. "In addition, we have some superb expertise and skills in Sandwich that are attractive to any investor considering taking advantage of the facility.

"With some of the highest calibre research scientists in the country positioned on the edge of England's best-preserved medieval town, I am hopeful that the facility will be put to productive economic use."

John Denham MP, Labour's shadow business secretary, said: "This is a deeply-worrying development. Pharmaceuticals must be a sector where Britain's world reputation secures jobs and growth.

"Although Pfizer says this is a global decision, we need to ask whether government ministers knew about these plans, whether they met Pfizer, and whether they made any efforts to save this work and these jobs. We cannot afford to lose global industries as easily as this.'

Leader of Thanet council, Bob Bayford, said: "This news is an enormous setback for Thanet and the east

mous setback for Thanet and the east Kent economy as a whole."
Clive Hart, leader of the local opposition, added: "So many residents here in Thanet rely on employment at Pfizer, and many other local businesses will be seriously affected. I am absolutely gutted by the news."

The news has even been greeted

with alarm across the Channel.

A spokesman for the Opale Coast group, which works alongside businesses in the UK said: "We believe that the economic shock at losing Pfizer, and the unemployment that will ensue from this loss, makes it even more obvious that the future for both regions can only grow if we rely



Pfizer's research scientists discovered the drug Viagra, left

#### GROUND-BREAKERS: The extensive site at Sandwich where

#### Ministers vow to help attract investment

THE Minister for Science and Research, David Willetts paid a visit to the Pfizer site on Monday.

It comes after he and Vince Cable, Secretary of State for Business, Innovation and Skills, promised to unite with local MPs and council leaders to attract investment to the Pfizer site in

Mr Willetts toured the site and met with management and staff.

Laura Sandys, Thanet South MP, who joined the minister, earlier had said she felt confident there would be a united front in promoting the site's future: "For

our first steps, we could not have had more political will and impact. "We raised the specific challenges of east Kent and highlighted the importance of ensuring the site is put to productive economic use.

"Top of the agenda will be ensuring that Pfizer's valuable staff are given new employment opportunities.

Within 24 hours of the announcement, a taskforce has already been set up to develop an innovative proposition for the site and the many skills in the local area. "We will put all our energies into secur-

ing investment.
"The Government is on our side.

"This is not the end for the site in

#### We'll make best of depressing news, says PM

DAVID Cameron spoke about the Pfizer pull-out during last week's Prime Minister's Questions in Westminster.

He said: "It is depressing news, it is

bad news. My office has been in contact with them.

"The company is keeping all the options open in terms of what should happen to the site, including getting partner organisations to continue to work there and to get other companies to come in.

"The Government will do everything it can, co-ordinated by David Willetts, and head of the office of life sciences, to try and make sure we make the best of what, yes, is a depressing piece of news.



#### Hunt for drunk who followed teen

POLICE are trying to identify a man who harassed a woman on a bus between Canterbury and Broadstairs and then followed her home.

The 50 to 60-year-old man got on the number 8 bus that left the city's bus station at 6.15pm on Thursday, January 20.

The man was drunk and was reported to be acting aggressively on the lower deck. When a passenger got off at Sturry he came to sit next to a 19-year-old woman, who was on her way home after work.

He put his arm around and then

hugged her and kissed her cheek before he shifted his attention to others and she went to the upper deck to get away from him.

Thinking he had already left, she got off the bus at the Broadway, Broadstairs and walked home, running the last stretch when she realised the man was following her.

He stood outside her home for a few

minutes before disappearing.

The man has distinctive tattoos on his hands. The word HATE is on his left hand and the figure of a female devil on the right. He is 6ft 2ins, slim, and had brown, short hair and was wearing black trousers, light blue jacket and brown, leather boots.

Anyone who can identify the man should contact DC Ray Butterwick on 01843 222208.



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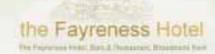
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# Pupils hope for success in Futsal finals

By **NICK AMES** 

nick.ames@kosmedia.co.uk

YOUNG footballers in Broadstairs are excelling in Futsal – the sport where Brazilian soccer star Ronaldo honed his skills as a youngster.

The under-14 boys' and girls' teams from The Charles Dickens School, will represent Thanet in the Kent finals in Sevenoaks on Friday, February 11.

Friday, February 11.

Both sides are hoping to go one better than the girls' team, who last year battled through to the semi-finals.

Futsal is a massively popular form of soccer worldwide and is a fast and very skilful sport, with the emphasis on close control and technique.

It is played indoors between two teams each with five players, one of whom is the goalkeeper. Unlimited substitutes per team are permitted.

Unlike some other forms of indoor football, the game is played on a hard court surface marked by lines; walls or boards are not used

Futsal is also played with a smaller ball with less bounce than a regular football. The rules create an emphasis on improvisation, creativity and technique as well as ball control and passing in small spaces.

Meanwhile, the girls' under-14 football side is celebrating a strong run in the Kent cup competition. The team made it through to the last eight, before being narrowly edged out by Hayes School, Bromley, in a 5-5 thriller where they lost on penalties.



PE teacher April Cribben said: "The girls did brilliantly against Hayes, who are unbeaten this season, and they have won these matches by very large margins. Girls football is developing very quickly at Charles Dickens and I am proud of the enthusiasm and determination of all our players."

The girls are being given after-school soccer coaching by University of Kent sports student Nathan White as part of his degree course.

The 20-year-old, who is a former student at The Charles Dickens School, said: "It is very rare that you find girls' soccer in a mixed school.

"The standard is high and we are honing their skills and fitness in our sessions."



TRAINING TECHNIQUES: The under-14 girls' football team from Charles Dickens School Broadstairs, is hoping their Futsal training will help them emulate the success of Ronaldo, left

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#### Tobin victims remembered

A MEMORIAL is to be unveiled to two victims of serial killer Peter Tobin at a Thanet

A bench is to be set up in the grounds of Holy Trinity Church, Margate, in memory of Dinah McNicol and Vicky Hamilton,

The bodies of Ms McNicol, 18, and Ms Hamilton, 15, were found in the garden of Tobin's former Margate home in 2007.

Tobin, of Johnstone, Renfrewshire, is serving life sentences for murdering the two teenagers and a Polish student.

Ian McNicol, Dinah's father, who lives in

Ian McNicol, Dinah's father, who lives in Essex, said: "It's going to be in a church yard and it's going to be a semi-circular bench, with a gap in the middle.

"We"re going to put a plaque dedicating it to the memory of Vicky Hamilton and Dinah McNicol.

"Nothing else, because we don't want it vandalised."

Tobin is serving three life sentences for the murders of schoolgirl Miss Hamilton, Ms McNicol and 23-year-old Angelika Kluk.

He was told in December 2009 he would never be freed from prison when he was sentenced for strangling Ms McNicol.

Tobin was already serving life terms for the murders of Miss Hamilton, from near Redding, Falkirk, and Ms Kluk, a Polish student who he killed in Glasgow in September 2006.











# Building plan blow to caves campaign

By **SIAN GORDON** 

editorial@kosmedia.co.uk

ANGRY Margate residents have attacked Thanet council's plans to build houses over caves and tunnels at Northdown Road.

Locals feel that building seven houses on the site leaves no chance of Margate Caves being reopened as a tourist attraction.

The news comes at a vital time for businesses anticipating a rise in trade when the Turner Contemporary, a two-minute walk from the caves, opens in April.

Although the caves would remain under the plans, the existing entrance to the site would be lost. There was a large turn-out at Shell Grotto last week, where it was agreed to set up Friends of the Margate Caves.

A further meeting, attended by 50 people, was arranged by Julian Newick. The owner of The Lifeboat pub in Margate has been raising awareness for the cause in his weekly newsletter and blog on Facebook

Mr Newick said: "Margate needs as many visitor attractions as possible. We can't afford to lose anything of use to the economy. The caves should be opened and staffed with volunteers."

Ward councillor Iris Johnston told the group: "Thanet council consulted on the sale of the site nearly two years ago. I expressed concern about the sense of trying to build over such a vulner-



Northdown Road. Margate. Access to the tunnels has been sealed off with concrete.

CLOSED:

entrance to

the caves

The former

able site, but matters have been allowed to drift

The council has already spent almost £15,000 strengthening the roofs of the caves and sealing

up the entrance to prevent illegal entry.

The Friends of Margate Caves has written to the council, requesting that it supplies the quote for the work that has been carried out so far. Mrs Johnston said: "It looks worse than ever, with rubbish and debris everywhere.

The caves were closed following a visit from the Health and Safety Executive in 2004. At that time, the owners of the site could not afford essential maintenance work

Cllr Simon Moores, cabinet member for cus-

tomer services and regulatory services, said: To re-open the Margate Caves would cost at least £100,000. Until Thanet's economy can support the funds, the council is simply not in a position to re-open the caves."

According to an online Caves Under Threat group, Thanet council's Margate Caves Consultation in 2009 resulted in 90 per cent of respondents opposing the development of the site.

Hannah Thorpe, corporate communications and marketing officer for Thanet council, said, "We received more than 100 objections to the planning application. If someone approaches the council with a viable proposal for the area, we would be happy to speak with them."

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#### Conservation area praised

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earned praise in a good practice guide.
Valuing Places: Good Practice in
Conservation Areas, published by English Heritage, has singled out Cliftonville as making dramatic improvements to the historic neighbourhood, providing other areas with a benchmark of success.

The publication says that many conservation areas in England are benefiting from the voluntary efforts of local people, working closely with local councils and supported by English Heritage.

The report follows the publication of English Heritage's Heritage at Risk Register in July 2010, which revealed that 7.1 per cent of conservation areas in the south east are threatened by neglect, decline or inappropriate change. Nationwide, it revealed that one in 13 of England's 10,000 conservation areas are threatened.

The most recent figures also suggest that around 59 per cent of the region's conservation areas do not have an up-todate character appraisal - an essential step in developing management plans, which are vital if communities are going to use their historic character as a basis for regeneration.

Cliftonville is one of the most deprived areas in south east England, but with fine Victorian houses in need of repair.

Derek Harding, programme director

for Margate Renewal Partnership, said:
"Much of the historic townscape of
Cliftonville is intact. The quality, scale
and setting of the buildings present some real opportunities; it is one of the major ways in which we can attract inward investment.'

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#### **QUESTION** & ANSWER



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I was interested and spoke with scrap metal merchants who told me not to bother, but that was like a red rag to a bull. I then bought all the horseshoe magnets I could get my hands on so that I'd be able to separate aluminium cans from steel cans. I made contact with the Aluminium Can Recycling Association who agreed to lend us machinery - and the rest is history!

#### Why is recycling important?

Recycling conserves resources, reduces energy consumption, protects our environment, supports community projects and creates jobs.

#### Do you only recycle drinks cans?

No, some years ago we decided to A widen our remit and we now recycle



drinks cans, aerosols, biscuit tins, foil, cardboard, clothing, magazines, paper, newspapers, paperback books, food tins, plastic bottles and sweet tins.

#### ■ Was it difficult to get started?

I recruited some helpers who wanted A to earn some pocket money and we started collecting aluminium cans locally. However, my garage and garden were soon full of sacks and cans and premises loaned to us were soon filled.

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and even from neighbouring counties.

#### Nhat did you do before KCR?

I was exhibition manager of the Empire Hall, at Olympia, London in the Jubilee Year, then became a hotelier and a self-employed picture framer.

#### What's the future of recycling?

The EU is going to put greater pressure on local authorities to meet recycling targets. They in turn will have to put more pressure on individual households to recycle more. In the future it might be that we see a system where householders are fined for excess waste or not following proper procedures.

At KCR we offer an incentive to recyclers by paying them for their materials or donating the proceeds to a worthy cause of their choice.

Landfill space is running out - we cannot keep putting waste into the ground.

We couldn't live without the environment and yet we take very little care of it. We have caused massive damage to the environment and we need to put this

The founder of Kent Community Recycling talks to **Jane Barlow** about the organisation he started more than 20 years ago as a not-for-profit organisation, and how he sees the future of recycling

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#### **BREAK TIME**

#### **Currying favour**

NEWINGTON Primary School children have two exciting events to look forward

A taste of India day will be held this Friday, when children will explore the culture and heritage of the subcontinent.

The day will include music, dance, history and costumes. Indian curries will be prepared and served for lunch.

Headteacher Cliff Stokes said: "We want to give the children a real flavour of India to help them explore and understand other cultures.'

Then, from Monday, the school will start a jungle-themed book week. The programme will feature African dance and drumming; author and illustrator Petr Horacek helping create a mural for the hall; and a visit by the Animal Workshops mobile zoo. Pupils will be invited to dress up as their favourite fictional characters on the final day.

#### Keeping afloat

YOUNG volunteers in Birchington have continued their support for the RNLI.

Village primary school pupils made donations to take part in a non-uniform day and wore blue and green clothing – th colours of the sea. the



They raised more than £180 for the RNLI. The school enjoys regular visits from crews who explain about their work and rescue missions.

Headteacher Kath Barham said: "The RNLI performs a vital service and we are happy to support it. Living by the sea, it is crucial pupils learn all they can about safety on the shore and in the water.

# Junior sleuths on trail of cold-blooded killer



BODY OF EVIDENCE: Searching for clues at crime scene

editorial@kosmedia.co.uk

STUDENTS turned sleuths to solve a murder mystery during a special session at a Thanet college.

They were confronted with a crime scene littered with clues such as footprints and even a 'victim', then had to use forensic skills to find out whodunit

The scenario was part of a forensics session for Year 11 social health and development students at Hartsdown Technology College, Margate.

It formed part of an event organised with the Kent Education Business Partnership that focused on SHD coursework about anti-social and offending behaviour.

Other sessions involved Kent Police, the prison service, the probation service, victim support and magistrates.

Bernadette Searles, head of the department, said: "It has been very helpful to have input from profession-als who were able to talk to students with cutting-edge information.

"The event was successful and students found the information very useful. Some were intrigued by what they heard, particularly about life in prison.

"They certainly know now that it is not a holiday camp.'

The event was also attended by students from the Marlowe and Spires



TRAINER OF THOUGHT: Making an impression in the hunt for answers

academies, and from Sandwich Technology College.

Ms Searles added: "Well done to our students, who received many compliments from guests for their enthusiasm, behaviour and commitment.

"Thanks go to our wonderful sixthform students for their indispensable help throughout the day: Laura Brooks, Rachel Southall, Daisy Szalkai, Mary-Jane Clarke and Jasmine Edwards.'

SEND your schools news and pictures to yourthanet@kosmedia.co.uk. You can also upload your video clips of schools events on to www.yourkenttv.co.uk



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# yourletters



**LETTERS:** Please send your letters in to us at Yourthanet, Apple Barn, Smeeth, Ashford, Kent



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**EMAIL:** Email us your letters to us at yourthanet@kosmedia.co.uk

#### **YOUR LETTERS**

#### Airport lease sets precedent

Kent County Council has a bid to the Regional Growth Fund in  $\operatorname{support}$  of Manston airport. The bid is in three parts:

- Work to the railway line to London to bring the journey time to under one hour.
- Subsidy to an airline to run daily
- flights to a European hub airport.

   A parkway station off the new road near Cliffsend.

I fully support the first. I have no problem with the second if someone is willing to fund it and I compliment the interest KCC is showing in Ramsgate, though I wish members had spoken to us

I do, though, have serious problems with the parkway station.

The plan is bonkers - the new station will have a journey time of eight minutes to the airport, but Ramsgate station could easily be rebuilt at a much lower price to allow access in the same time.

I suspect that a shuttle bus could do it in eight minutes when traffic is clear now.

Sixty-four minutes Ramsgate to St Pancras could be easily achieved at the existing Ramsgate station.

The second issue is a station that could be marketed as improving access to the airport. This is a multi-million-pound exercise that would deliver marginal benefits.

KCC is trying to justify it by arguing that it is necessary to allow the faster journey time to London, but that is a fallacy.

Thanet people are fortunate that

80 per cent can walk to a station. Why would they want to use their cars to drive to a 'parkway' unless they are forced to?

The plan would simply lead to people from Broadstairs and Margate starting their journeys by driving to Ramsgate - and going through Westwood in the process!

Of course, Manston airport-owner Infratil will offer to throw in £500,000. Wouldn't you in return for a £20 million investment in your private, for-profit enterprise? If that investment was put into improvements at Ramsgate station and a shuttle-bus service, the taxpayer would be saved from making any further investments.

I believe the line improvements talked about should be made, along with investmest in Ramsgate station (which could be called Ramsgate-Manston station if the

airport connection needs to be marketed).

Passengers would exit on the Warre Rec side of the line, where a shuttle-bus terminal would operate - a new service road would allow the buses to exit via the swimmingpool car park on to Newington Road and then Manston Road.

I suggest you drive it and see how close this would come to eight minutes - I expect swimming-pool carpark to the terminal would even beat that time.

Car-parking at Ramsgate station could be increased by using the swimming-pool car-park, especially if the pool is to be moved.

Last but not least, Network Rail had plans on its books to rebuild Ramsgate station at a very modest price by comparison with a new station.

It would be modern, comfortable and give access to an airport shuttle bus in the way I suggest and then the existing station building could be converted to a business centre, making a contribution to local employment.

The taxpayer would save money, the airport would be just as well served, local people would keep their station and jobs would be created.

> Cllr David Green (Labour) Eastcliff ward, Ramsgate

#### Volunteers' help is appreciated

It was very good to have the Community Payback team out and about in Margate Central ward the other week

It is now following up on work done by volunteers from Turner Gain and Team Green.

After the article on my request for a spring-clean of Margate, Turner Gain volunteers came forward.

They were absolutely brilliant for 10 weeks and we washed down doorways and cleared weeds and rubbish throughout the ward.

We will continue once I get over a knee operation. Team Green also cleared weeds along the seafront and my request for the Community Payback team was followed through by officers.

On a walkabout with Adrian Whiting, the chairman of the excellent St John's Neighbourhood Action Group, we drew up a long list of alleyways and payements that need to be cleared again.

Dog-owners who allow their animals to foul everywhere are being reported to Thanet council's dog warden.

If long-suffering neighbours want to speak to councillor John Watkins or me (01843 299207) privately with names and addresses, we will be more than happy to pass on the information to Thanet council.

Cllr Iris Johnston (Labour) Margate central Ward

#### An invitation to **RAF** musicians

Were you ever a musician in the Royal Air Force? The RAF Music Services Association is looking for new members.

We wish to contact any retired and former musicians who served in any of the RAF-established bands or orchestras, including the WRAF band and the RAF voluntary bands.

The association was formed in 1987. Membership includes a magazine twice a year full of news and reminiscences of the RAF Music Services, past and present.

Members also have the opportunity to attend the annual reunion each summer.

For full details of membership, please contact John Dablin on 01296 433763 or by email at jdablin@ntlworld.com.

John Dablin by email

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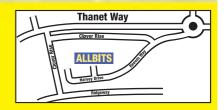
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# Anti cuts group calling for support to save jobs

By **NICK AMES** 

nick.ames@kosmedia.co.uk

PROTESTS against cuts in services and possible job losses in Thanet will be held in Ramsgate next Saturday.

A stall is being set up outside the HSBC Bank in the centre of the town at 11am, and the organisers are calling for all people opposed to government cuts to join them.

Anti Cuts Thanet (ACT) is a group set up to fight the government cuts and draw attention to their impact on the isle.

Campaigners say cuts in public service jobs will hit the area very hard as many locals work

ACT member Norman Thomas said: "The government cuts are going to hit the poorest parts of the country worst – and it looks like Thanet is going to be particularly badly hit.

"Thanet is very dependent on public sector jobs and it is full of small businesses which are largely dependent on the people with those

Mr Thomas said there is an urgent need to start organising to fight the cuts now.

He said: "In the next few months we are going to see jobs being lost and services being cut. We can't just wait and let this happen. Our only option is to organise against the cuts.
"When people get together, if there's enough

of them, they can achieve great things. It's



ACT NOW: Protests are vital if there is any chance of reversing the cuts, says Norman Thomas

important we don't accept the line that there is no alternative. It's all about people power.

"The government argues that the private sector will step in and make up for the cuts in the public sector, but one of the biggest private employers in this area, Pfizer, is closing down.

We have to find a new way forward."

The group is urging people to come to the event in Ramsgate and bring banners and

placards opposing the cuts.
"We have to make our voices heard," said Mr

#### GPs lead way in new-style NHS

SIX GP clusters in Eastern and Coastal Kent have been awarded specialist status to pilot new NHS policies.

Thanet, East Cliff, Ramsgate, Sandwich, C4 Canterbury, Whitstable practice, Dover and DASH (Deal, Ash and Sandwich Health) were named as Pathfinding consortia, according to plans set out in the coalition government's Health and Social Care Bill.

Although initially the reforms will make little difference to patients, the behind-the-scenes working of practices will see dramatic changes. GPs will hold the purse strings, manage local budgets

the purse strings, manage local dudgets and purchase services directly.

Dr John Ribchester, from Whitstable Medical Practice, said: "Becoming a Pathfinder will allow the practice to expedite work in progress to develop better health outcomes and an improved by the local exercises at local cost." healthcare experience at less cost.

Dr Mark Jones, from C4 Canterbury, said: "GP consortia, given the support and necessary resources to do the job, will be in a prime position to deliver health care that is fit for the future."

The decision has come ahead of April 2013, when all legal responsibilities will be handed over to GPs, with the abolishment of primary care trusts.

Until then, representational GPs have been appointed shadow clinical accountable officers, and will work with locality directors of PCTs to lead, plan and deliver health services.

Deputy director of communication and citizen engagement for NHS Eastern and Coastal Kent, Glynis Alexander, said: "We are pleased to have so many high-calibre GPs stepping up to the mark. This is a huge challenge.



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Please apply in writing to:

**Nicky Stevenson Deputy Clerk Thanet College Ramsgate Road Broadstairs** Kent CT10 1PN

The closing date for applicants is Monday 14th February 2011.

Please note: Previous applicants need not apply

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Forklift safety indicator was not working, court told

# Firm fined £200,000 after death of worker

**By NICK AMES** 

nick.ames@kosmedia.co.uk

A RECYCLING company has been fined £200,000 after a machine overturned and the loading bucket hit a man at a site in Minster.

Health and Safety Executive prosecuted Ling Metals Ltd of Parham Road, Canterbury, for breaching health and safety laws.

Canterbury Crown Court heard that on March 19, 2007, Darren Baker, 35, of Thanington, was helping to lay a new horseriding surface of crumbled rubber at Brambles Stables, Watchester Lane, Minster, Ramsgate.

A colleague was driving a telescopic materials handler — a forklift truck with an extendable arm or boom — commonly referred to as a telehandler. The vehicle was fitted with a loading bucket containing the rubber and it had extended its boom more than six metres. It was resting on its wheels and the hydraulic stabilisers fitted at the front of the machine were not being used.

Mr Baker walked across the path of the boom just as the telehandler reached its balance point and tipped forward. The bucket hit him



on the head and forced him to the ground.

The operator managed to bring the vehicle upright by lowering the front stabilisers. Mr Baker died in hospital two days later from multiple injuries

tiple injuries.

The telehandler was fitted with a Safe Load Indicator device. These devices help operators stay within safe limits by using a series of lights and an alarm. The Safe Load Indicator should be calibrated so that when the alarm goes off, there is still sufficient capacity to prevent an overturn.

The HSE investigation found that the Safe Load Indicator was not correctly calibrated and was unusable at the time.

In addition, the machine's previous safety certificate, called a Certificate of Thorough Examination, had expired prior to the incident. Although an engineer had visited on two separate occasions to inspect and repair the tele-

handler, they were unable to complete this due to the poor condition of the machine.

The operator had not been told how much the bucket weighed when it was empty or full, or how heavy a load of crumbled rubber was. Lastly, the operator lacked understanding of the machine instructions, which showed how much it could lift and to what maximum distance the boom could be extended.

HSE Inspector John Underwood said: "I would like to remind owners and operators of machines fitted with older style Safe Load Indicators that these need checking and recalibrating on a regular basis, as some older machines do not tell the operator when they have decalibrated.

"It is vital that the owner and the operator have a robust procedure to ensure workers know how to correctly use the machine; how to recognise when it may be going out of calibration and what to do about it.

"Each machine should be checked by plant fitters and maintained in line with the manufacturer's recommendations.

"This was a wholly avoidable incident which led to unnecessary loss of life.

"I hope this fine will be an example to those involved in the use of telehandlers that machine maintenance is critical to enable safe operation."

# Tip-offs lead to illegal workers

THE UK Border Agency has arrested seven people in Kent, including three in Thanet, for immigration offences

After tip-offs, UK Border Agency officials raided businesses in Ramsgate, Gravesend and Sittingbourne.

A woman found to be working illegally at the Symphony Café, Ramsgate has been bailed while arrangements are made to remove her from the country.

Two Chinese men were arrested at China Garden, High Street, Ramsgate and also face removal from the UK.

and also face removal from the UK.

In Gravesend, immigration officers found a 19-year-old Iraqi working illegally at Caesar Restaurant, King Street on January 20. The offender was bailed.

Finally, the Humayra Indian and Bangladeshi Takeaway, in Northwood Drive, Sittingbourne was visited on January 22. Two Bangladeshi men were found to be working illegally

All employers in the cases now face a fine of up to £10,000 per illegal worker for not conducting sufficient immigration checks.

#### Tea dance date

WALTZES, foxtrots, quick steps, sequence dances and more will see dancers take to the floor at the next Friends of Hartsdown College tea dance. The event runs from 2-4pm on

The event runs from 2-4pm on Saturday, and will feature sing-alongs to songs of yesteryear from Robin Howard.

Afternoon tea and cakes will be provided and there will also be a book stall, a raffle and fruit and veg sale.

Tickets for the tea dance are £4 from the main college reception from 9am-5pm during the week.

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# By Sara O'Meara

#### Readers never had it so good

WE HAD IT SO GOOD BY LINDA GRANT

AWARD-winning novelist Linda Grant pulls apart the dreams of the baby-boom generation.

Her book follows the lives of Stephen and Andrea from idealistic student days in Oxford through hippie squats, radical chic and a slow descent into middle-aged and middle-class respectability in north London.

The story crosses the Atlantic back to Stephen's American childhood and across to eastern Europe as well as covering the aftermath of 9/11 and the London Tube bombings.

Political events are mirrored by private tragedies as the naive optimism of the 1960s slowly dribbles away and long-buried family secrets come to the surface.

But Grant, who has been shortlisted for the Booker Prize in the past, never lets the story stumble and her deft characterisation and readable style brings her characters and their small circle of family and friends vividly to life.

We Had It So Good is published in hardback

by Virago, priced £14.99.

Also available now is The Secret Lives of Dresses by Erin McKean, published in paperback by Hodder, priced £6.99.

This debut novel follows Dora, a college student who is coasting along in life.

Dora is in love with a man who only appreciates her business skills and she is delaying deciding what to do with her life. But then her world is turned upside down when her grandmother Mimi has a stroke.

Intent on acting out Mimi's wishes, Dora rushes home to take over the running of her grandmother's cherished vintage store. Here, while distracting herself with the store's retro glamour, she discovers that a secret life has been written for each item in the shop.

Through reading these captivating stories she learns more about her grandmother and herself - and realises that she is ready to take on the future after all.

McKean's gentle, stylish and bittersweet tale is made even more enjoyable due to her obvi-

ous love and knowledge of timeless fashion. And finally, 42: Douglas Adams' Amazingly Accurate Answer to Life, the Universe and Everything by Peter Gill is published by Beautiful Books, priced £8.99.

In The Hitchhiker's Guide, Douglas Adams said 42 was the answer to the ultimate question of life, the universe and everything.

The name of this debut book by Peter Gill appears to suggest an ultimate answer to Adams' ultimate answer. Instead what we actually get is a series of facts – random if it weren't for the common theme of the number.

The author makes no secret of how the book was thrown together, even stating that a small donation will be made to Wikipedia for every book sold: Oh dear.

The book concludes that 42 means nothing and is interchangeable, so the last 300-plus pages were inconsequential. I read all 333 pages of this book: How I wish there had been only 42.

#### **CINEMA**

#### THE FIGHTER (15)

NOMINATED for seven Oscars, including three nods for its supporting cast, The Fighter is an incredible story of triumph against adversity both in and out of the box-

The brutal and physically demanding sport has frequently been a magnet for plaudits.

In 1977, Rocky pummelled the opposition at the Oscars, winning best picture and best director, four years later, Raging Bull landed Robert De Niro a deserved Academy Award as best actor for his riveting portrayal of Jake

More recently, Denzel Washington entered the Academy Awards ring with his powerful embodiment of wrongly imprisoned boxer Rubin "Hurricane" Carter and director Clint Eastwood delivered a knockout blow with Million Dollar Baby, earning Hilary Swank her second Oscar.

The Fighter provides all of the usual emotional jabs and cuts as its working class hero defies the odds for one shot at glory.

Tensions between the pugilist and his family threaten to derail his championship bid, culminating in the obligatory final flurry to coax the audience to its feet.

Micky (Mark Wahlberg) is a talented boxer

from Massachusetts, but he has always languished in the shadow of his half brother Dicky (Christian Bale), who famously knocked down Sugar Ray Leonard then lost everything to the ravages of drugs and crime.

Trained by Dicky and managed by his monstrous mother, Alice (Melissa Leo), Micky accepts lacklustre fights for scant rewards until he is persuaded to cut himself loose from his loved ones and punch above his weight for the first time in his life.

New girlfriend Charlene (Amy Adams), who works in a local bar, encourages Micky to follow his dreams, incurring the wrath of the rest of the Ward clan, who resent outsiders from interfering in family business

Sure enough, Micky tastes victory and as his confidence grows, he faces the possibility of a shot at the world light welterweight title. The Fighter is well crafted by director

David O Russell, juxtaposing Micky's strug-gle for self-belief and self-respect with his unwavering love for his selfish and selfdestructive family.

Wahlberg's non-performance is virtually mute next to Bale and Leo in full scenery chewing flow, who compete for honours as the loudest caricature on the Ward family tree.

Thankfully, Adams brings nuances to her ballsy barmaid, who will literally slug it out for her man.

The Fighter punches to win with directorial flair but in a brawl with Raging Bull, Rocky or Million Dollar Baby, O'Russell's film would be knocked out in the final round.

#### A LITTLE BIT OF HEAVEN (12A)

IN 1992, Goldie Hawn clashed with Meryl Streep for Bruce Willis's affections in the black comedy Death Becomes Her.

Now death becomes her Oscar-nominated daughter, Kate Hudson, in Nicole Kassell's emotionally manipulative weepie.

Terminal illness provides the seemingly unassailable obstacle between the film's spirited heroine and true love, feverishly plucking our heartstrings as we watch a vivacious high-flyer wither into a bed ridden young woman teetering on the brink of death

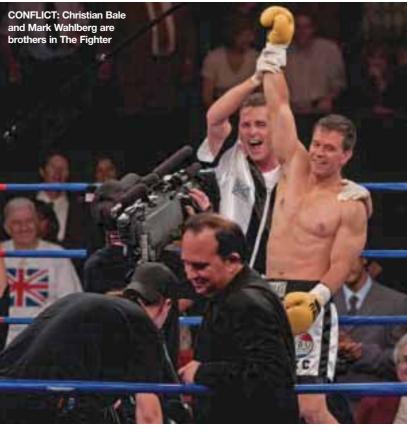
Only the coldest and stoniest hearts will resist the urge to shed a few tears

Marley Corbett (Hudson) is full of energy and surrounded by great friends and has

everything to live for – except that she doesn't.

A routine check up at the local hospital reveals shocking news: she has cancer and the disease has spread too far for chemotherapy to have any positive effect.
Supported by handsome doctor, Julian

Goldstein, Marley comes to terms with impending death, sharing the diagnosis with her clucky mother and emotionally distant father. Thankfully, Julian is a tower of strength and as Marley prepares for her passing, she falls hopelessly in love with him.



A Little Bit of Heaven reduces most of the audience to snivelling wrecks, orchestrating the goodbyes and reconciliations in quick succession to ensure that Marley shifts her mortal coil with her affairs in order.

Hudson is well cast. She is naturally outgoing and bubbly, so there is a sobering contrast between her character at different stages of the disease.

However, she shares an inert screen chemistry with her leading man, who doesn't convince for a second as a medic.

There are some strong performances

topped off with a couple of scenes for Whoopi Goldberg as God, or at least how Marley chooses to see the Higher Power.

That's what repeatedly watching Ghost on DVD will get you.

#### SANCTUM 3D (15)

INSPIRED by true events, which were presumably far more thrilling than anything in Alister Grierson's waterlogged film, Sanctum charts the ordeal of a group of cave divers trapped below ground during a freak storm.

In real life, all of the stricken adventurers escaped the subterranean tomb.

On the big screen, writers John Garvin and Andrew Wight prefer a much more tragic resolution, consigning most of the cast to watery graves, mistakenly believing that an increasing body count will spark dramatic tension. Their script is one splashing flipper shy of campy hilarity and neither writer has a sharp ear for convincing dialogue.

So it's a blessing that so much of the film unfolds underwater with the cast sucking hungrily on a dwindling air supply, unable to spout another clunky cliche.

In almost every respect, Sanctum should have gone straight to DVD... except for the excellent use of state-of-the-art 3D camera technology developed by executive producer James Cameron.

Viewing the film's strangely beautiful world through uncomfortable plastic spectacles, we truly feel submerged alongside the actors as they navigate treacherous fissures in the rock, emerging into cavernous spaces teeming with microscopic life. Visually at least, his film takes our breath away.

#### WHERE TO WATCH WHAT'S ON

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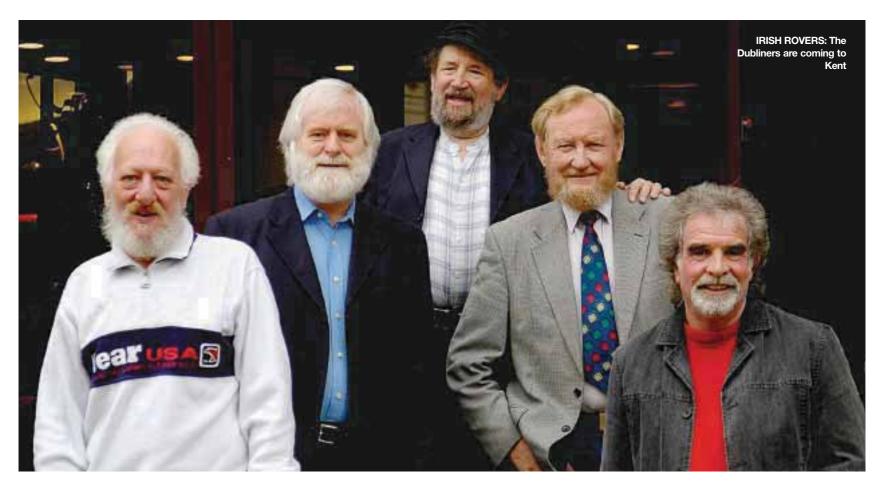
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# What you see is what you get with legends of the folk scene ED HILL meets Irish stalwarts The Dubliners



THE Dubliners have been on the road for nearly 50 years, which is an amazing feat for a band whose origins began as an informal get together at O'Donoghue's Pub in their home city.

The line-up may have changed but that

relaxed ethos has remained the same.

John Sheahan joined in 1964 and has been a stalwart of the group ever since. He, along with the latest incarnation of the band, will be performing at Tunbridge Wells' Assembly Hall Theatre in March, as part of a European tour.

"When I first started I still had a day job and sneaked off to do gigs at night," he explains. "I worked as a draftsman for the electricity supply board. When I decided to go full time I thought it would just last for two or three years, after that I would get my old job back. I certainly never thought it would mean nearly half a century on the road."

John was encouraged at school to learn the home-grown melodies.

He said: "We had a wonderful teacher who played the tin whistle and got a few of us interested. That was my first introduction to music. I then went on to study the violin at the school

of music for four or five years."

The Dubliners became trailblazers for spreading the popularity of Irish folk around the world. Their regular tours across Europe introduced it to cultures with their own traditions in music making. But John says it has elemental strengths that result in fans well beyond Ireland's shores.

He said: "It transcends barriers such as language. I think it generates an atmosphere and spirit that people just want to become involved in. The fast songs can be very rhythmic and uplifting and make people want to dance but then you have a complete contrast with the slow airs and the laments. It runs across the whole gamut of emotions."

That appeal is something other musicians have latched onto. Bands such as U2, Moving Hearts, and most famously The Pogues, with which the Dubliners shared their biggest hit – the Irish Royer in 1987 – have all acknowledged the influence they have had on their own music.

"It's nice to hear things like that but we had no idea as we went through the years that we were having that kind of impact," says John.

In the latest tour there will be many of the familiar tunes but new material is always being created, beginning with the lyrics.

John said: "We leave it up to the singers. If they have a new song we have a listen. We then try and work something around it. It doesn't have to be a traditional song, it can be a new one put into our style.

The members of the group know each other so well rehearsal is rarely necessary but singer Séan Cannon keeps them on their toes.

John said: "We can have a gap of a month and just turn up at a gig and start playing without any chat beforehand, but I have to listen carefully to Séan. When he is centre stage anything could be coming next. It certainly helps your concentration when you don't know the key the next song might be in."

#### **Handmade**

And the Dubliners are still gaining new fans

attracted by their authenticity.

John said: "I asked a little girl in Germany what she liked about us. She said I like the Dubliners because you do 'handmade' music. I suppose what you see on stage is what you get. It's just fiddles, banjos, guitars and tin whistles. There are no hidden synthesizers or effects. That basic approach seems to resonate with an audience.

"Our crowds are made up of people across the ages and from all sorts of backgrounds, as long as they can get out they'll come along.

And the solid tradition of music in Ireland is as strong as ever.

John said: "There's no sign of any decline, in fact the opposite. There is a great wealth of young musicians and the standard they play is really inspiring. I think people will always need that direct approach of picking up an instrument and, without any accompaniment, coming out with a tune.

Touring has always been the main focus of the band despite steady record sales and the downside of modern travel.

"Long journeys on the road can be tiring but I never get tired of playing music. That is always a joy. Once you are on stage and you get the reaction from the audience you are away.

"A lot of pop groups used to tour to sell records but it has always been the main part of our living and livelihood." And it's the band's informal friendship

that has kept the Dubliners going all these years later, according to John: "We just go from year to year without any long term plan and there are no contractual pressures to

stay together.
"We had a manager once who said we had to formalise things, so he got a solicitor to draw up a contract to bind us each to the band. "This went on for a few days and we said for-

get about it, let's just carry on as we are and we tore it up. There has always been great camaraderie among the group. It's like an extended family and that makes for good

• The Dubliners are at the Tunbridge Wells Assembly Hall on Saturday, March 19. Tickets start at £18 from www.assemblyhalltheatre.co.uk or call the box office on 01892 530613/532072.

#### The fairer sex take to the playhouse

SET in the 1660s, Playhouse Creatures examines the plight of the first actresses to legally appear on stage - strutting their stuff in an old converted bearpit.

The bawdy tale is set in a time when it was considered women had 'no business in show business'.

April De Angelis' play focuses

on the earthy underbelly of 17th

century actresses' lives, and the short journey from prostitute to actress and back.

Mrs Betterton is getting old and losing her looks, so she seeks to pass on her acting 'knowledge' to the younger Mrs Farley and Mrs Marshall. Then the pushy youngster. Nell Gwynne comes crashing into their world, determined to

work her way up from orangeseller to actress.

Playhouse Creatures is produced by Black Ram Theatre and will be at the Trinity Theatre, Tunbridge Wells, on Friday, February 11, at 8pm. Tickets are £12 or £10 for concessions, call the box office on 01892 678678 or see www.trinitytheatre.net.



#### **SHOWS**



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#### FORMER British Army chief, General Lord Dannatt will be giving a special talk about his career and signing copies of his new book, Cutting Edge.

He will be at Burrswood Christian Hospital in Groombridge on Thursday, February 24, where he will deliver a talk – A Look Back, A Look Forward, Reflections on 40 Years as a Soldier.

Lord Dannatt is a patron of Burrswood and will form the main attraction at a day to raise much-needed donations for the Access to Care Fund, which is available so all those in need of Burrswood's care are able to receive it, regardless of ability to pay.

Burrswood specialises in step-down medical and post-surgical care and other rehabilitation and counselling. It pioneers the holistic approach of combining medical and nursing care with the Christian ministry.

The talk will be at 2.15pm at Burrswood, Groombridge, Tunbridge Wells, TN3 9PY. Tickets cost £10. Call 01892 865982 or see www.burrswood.ora.uk.

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#### Experience life in Henry VIII's time

HENRY VIII is returning to his old stomping ground of Leeds Castle to meet visitors.

During half term, February 19-27, the king will be entertaining younger visitors to the castle with tales about the darker side of life and grime in Tudor Britain.

Life for the poor in Tudor times was diffi-cult. When the harvest



failed it was tempting to steal food – at the risk of public flogging or being hanged.

Henry VIII is probably the most recognised and feared of the Tudor kings. During his 38-year reign, he had more than 70,000 people executed.

There will be fun

and educational tales from Henry VIII in a heated marquee near the maze. Stories are based on historical facts and also include lots of fun for all the family. Show times are 11am, 1pm and 2.30pm daily lasting for approximately 45 minutes.

There is an additional charge of £1 per child to the marquee, shows are aimed at all children of school age.

Key to the Castle tickets cost £17.50 for adults; £15 for seniors and visitors with disabilities (carer goes free); £10 for children (under-4s free). Tickets are valid for 12 months so you can pay once and visit all vear round.

Leeds Castle is located near Maidstone, just off Junction 8 of the M20. Grounds open at 10am daily and the castle is open from 10.30am. Last admission is 3pm and gates close at 5pm.

See www.leeds-castle.com or call 01622 765400 for more details.

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# Stirring up the laughs

#### By **Sarah O'Meara**

WITH her mane of white, fluffy hair, loud voice and red Christian Louboutin heels, American chef Anne Burrell seems more rock 'n' roll than your average TV chef.

With a background in Italian cooking, she loves to laugh her head off in the kitchen while whipping up a three-course meal.

Burrell explains her style of foodie TV, now

Burrell explains her style of foodie TV, now being broadcast for the first time on Food Network UK, is a little different to the "stand and stir" format of many food shows.

"I think I bring a fun perspective. I encourage people to be less uptight in the kitchen," says the 41-year-old.

It's true she seems utterly relaxed, giggling

It's true she seems utterly relaxed, giggling and laughing as she plunges her hands into bowls of meat to produce delicious-looking meatballs, while describing in a twangy East Coast drawl just how much fun she's having. "I like to teach people why they do things, not just how, so they learn without knowing they're being taught."

On her show, Secrets Of A Restaurant Chef, Burrell reveals her concise, easy-to-master techniques of a top-level chef – skills which first came to the public's attention six years ago when she was asked by top

chef Mario Batali to join him on Iron Chef America as one of his sous chefs.

The show, which is based on a Japanese cult programme and is a huge phenomenon in the States, puts chefs to the test. In each episode, they have one hour to cook and improvise a multi-course meal, and Burrell says the contestants' commitment is intense.

In her own show, Burrell's natural energy and happy-go-lucky demeanour bring basic dishes such as wild mushroom risotto to life, and she uses her own experience of high-end cooking at top restaurants in New York to help people translate their favourite restaurant experiences into amazing meals.

Currently focusing on filming new episodes while writing her first book, to be released in the spring, Burrell says she doesn't mind being manically busy. "I'm fortunate to have found a field that satisfies me so completely and I'm eager to spend more time in the UK," she says. "The first thing I do when I visit is have fish and chips and mushy peas, and then treacle pudding with toffee sauce. I'll then have dreams about the pudding.

"I've also had scotch eggs and meat pieces since I've been here. Oh my gosh..." Burrell believes the key to great cooking is

Burrell believes the key to great cooking is to relax: "Make sure you're in a place where you feel comfortable cooking. Food is like a dog, it smells fear."

• Secrets Of A Restaurant Chef is on Tuesdays on Food Network.







(Serves 6-8)

shells reserved

900g medium gulf shrimp

(prawns), peeled and deveined,

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#### GRAVESEND



#### Review recipe

### ANNE BURRELL'S GULF SHRIMP JAMBALAYA

Extra virgin olive oil
450g andouille sausage, cut
into rounds
2 green peppers, seeded and
diced
3 ribs celery, cut into half
inch pieces
1 Spanish onion, peeled and
diced
Sea salt
Pinch crushed red pepper
3 cloves garlic, smashed and
finely chopped

3 cloves garlic, smashed and finely chopped 800g tinned diced tomatoes 1tsp cayenne pepper 250g long grain rice 2 fresh bay leaves 1 bundle fresh thyme 5 spring onions, white and green parts thinly sliced, for garnish

FOR the shrimp stock: toss the shrimp shells in a large pot and fill with water.

and fill with water.

Bring the water to a boil, turn off the heat and let sit for at least 15 to 20 minutes,

although it will be fine if it's

left longer. Strain the shells and discard.

Coat a large, wide pot with olive oil and bring to mediumhigh heat. Add the andouille and cook for 4 to 5 minutes, or until the sausage starts to brown.

Add the peppers, celery, and onion to the pan, season with salt and a pinch of crushed red pepper.

Cook for 7 to 8 minutes, or until the mixture has softened and is very aromatic. Toss in the garlic and cook for 2 to 3 more minutes.

Add the tomatoes and cayenne. Stir in the rice.

Add a litre of the shrimp stock, bay leaves, and thyme bundle. Season with salt and taste it to make sure you are on the way to something delicious.

Cover and cook over medium heat for 25 minutes.

Stir in the shrimp and cook for another 5 to 7 minutes or until the shrimp turn pink.

Serve garnished with the chopped spring onions.

#### **RESTAURANT REVIEW** BY MARIJKE COX

ON A cold Tuesday night in January most people would expect restaurants in even the busiest of towns to be a little thin on the ground in terms of diners.

So it was a welcome relief when after just 10 minutes of arriving to an empty Thailand Tom in Hythe the place started to fill - after all, no one likes to be the only customer - and by the time my dining companion and I left there was a real buzz about the place.

Tucked away on the town's high street you could be forgiven for missing it, but word seems to have spread since it opened last year and, judging by the familiarity of the staff with some of the customers, it has established what looks to be quite a local following.

The interior is contemporary and fresh with exposed wooden beams and bright white walls and mirrors. A friendly waiter showed us to a table before handing us our menus, which offered those Thai favourites at very reasonable prices.

Despite being a bit of a wimp when it comes to hot food (my definition of living life on the culinary spiciness edge is choosing a tikka masala over a korma) I decided to start with a soup even though - from previous experience which quite literally ended in tears - I knew they were renowned for being very hot.

But the Tom Kha soup with chicken (£3.50) was delicious and delivered just as much heat as I could handle. The flavour was fresh and tasty and, if anything, I could have eaten another bowlful.

My guest went for the Tom Yum soup with chicken (£3.50) which was packed with flavour and a must for anyone who enjoys spicy food.

On to the mains and I chose a massaman beef curry (£7.95) and coconut rice (£1.95) and my dining companion the ayam lamb (£12.50) which was brought out on a sizzler and the sauce poured over the meat at the table - plus jasmine rice (£1.95).

The curry was full of spice and flavour and the melt-in-your-mouth beef was possibly some of the tastiest meat I had eaten for years. Topped with peanuts and combined with sticky coconut rice, this curry is now a firm Thai favourite for me.

My guest's ayam lamb was also fresh and delicious and after he had finished the beautifully tender lamb we both grabbed a spoon and scraped what was left of the sauce, which contained mint, garlic and wine mixed with spices, from the bottom of the sizzler dish.

Stuffed to the brim, we side-stepped desserts but sat back and enjoyed our drinks.

For tasty authentic Thai food in relaxed and stylish surroundings Thailand Tom is a must.

And with the prices so reasonable - £39 for two - you won't break the bank or feel guilty

# Tom's my man for Thai



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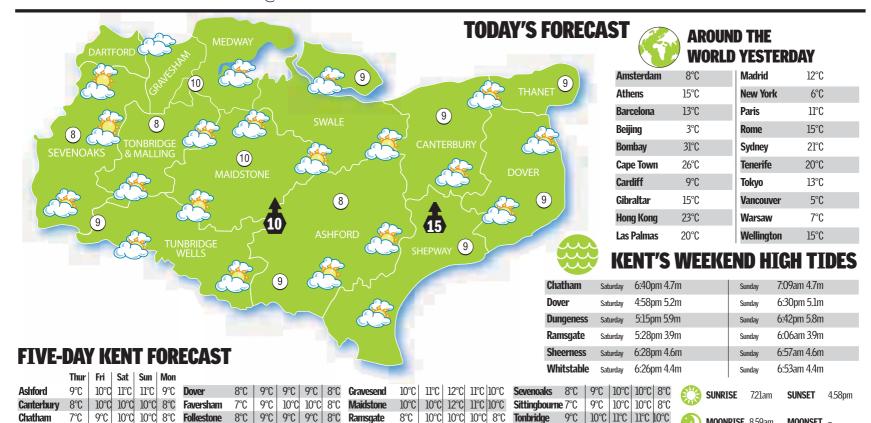
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# Love fashion

Valentine's Day is the perfect excuse to look your absolute best, so here's some seasonal style advice from Whitefriars fashion writer, Laura Jones

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Ann Summe

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Whether you choose to go to a top notch restaurant, snuggle up in the cinema or have a cosy night in, Valentine's Day is the perfect excuse to look your absolute best... so hit the shops now for the big day!

Spring 2011 is destined to be the season of bright colours. Designers such as Marc Jacobs, Lanvin and Calvin Klein (who notoriously loves monochrome) have been styling their models in bright red. Cheryl Cole, Frankie Sandford and Rachel McAdams have been seen wearing scarlet jackets and dresses on the red carpet too. So when you go out to the shops and purchase an outfit in red for Valentine's Day, you'll be ultra- fashionable for the rest of the season too!

To make sure you rock this look, mix bold dresses with simple accessories and, to avoid looking OTT, incorporate this season's other big trend – neutral and cream tones. Subtle heart-shaped jewellery will look great and finish off your lovely look, whilst bows and polka dots will add a fun flourish to any outfit.

So if you want a knock-out dress or aspire to look effortlessly casual, Whitefriars Canterbury has the perfect clothes and accessories to showcase your beauty.

style guide



This pretty clutch bag is understated but such a great find for a Valentine's Day date!



Jeans give a casual twist to any style combo... perfect for a cinema date!



Cover up in style by wearing this waterfall jacket. It can be styled with jeans too!





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BUBBLY outgoing nurse, (I love
ADORABLE black, attractive my uniform), fancy meeting up
female, 37, slim, enjoys music, North London for some fun loving
reading, theatre, laughter, nature, fun Tel No: 0906 515 7112 Box
seeks genuine gent, 37-49 to No: 356983

gent for friendship who might admit to some aching bones. Tel No: walks, animals, cooking, seeks of the second sec

nnimportant. Tel No: 0906 515 LONELY female, petite, attractive size 8-10. blue eves. long hair

SLIM attractive blonde, sensual. interesting, looking to further life's experiences with adventurous, dis-

LATE 20's female seeking older male. Call to hear exactly what I'm DEBBIE mid 50's, attractive, likes like and looking for. I can meet dancing, music, cinema, theatre, anywhere in London at any time seeks male for companionship. Tel No: 0906 515 7112 Box No: 356995

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slim brunette, just 21yrs interesting older male who what's what, show me the of the world. Tel No: 0906 15 7112 Box No: 355999 348941 seeks interesting older male who knows what's what, show me the

29YR old female, 5ft 3ins, size 12, long brown hair, seeks childless male, 29-40. Margate. Tel No: 0906 515 7112 Box No: 383026

SOUTH London Lady, full figure with long hair, curves in all the right places. WLTM male of any age for N/S, likes socialising, cards, dancfun, friendship and more Tel No: ing racket ball, seeks male, 50-65.

0906 515 7112 Box No: Maidstone. Tel No: 0906 515 7112 Box No: 353773

male of any age for fun in London, can travel and accommodate, I love a risk and having fun Tel No: 0906 515 7112 Box No: 356981

OUTGOING sincere 5ft 6ins lady 20's yrs, seeks older male who can WLTM tall, caring interesting male spoil someone like me. London 70's to share life's adventure. Tel area. Discretion assured. Tel No: No: 0906 515 7112 Box No: 0906 515 7112 Box No: 356967

seeks genuine gent, 37-49 to No: 356983 share laughter and life. London.
Tel No: 0906 515 7112 Box No: 333815

ATTRACTIVE lady, curvy and fun, looking for an uncomplicated fun discreet relationship, after the work etc, any area London. Treat her man seeks strong minded by incretion assured and expected male to care for, any area please Tel No: 0906 515 7112 Box No: 356991

515 7112 Box No: 356985

BABE seeks mature white male

BEAUTIFUL slim, black female, rold of discreet fun, you won't be sorry HIV positive, good qualities, seeks in know how to treat my man. Any genuine, kind, white male, 30-47 to share life with 7112 Box No: 356997

Cambridge/London/Tunbridge
Well. Tel No: 0906 515 7112 Box No: 356997

BETH young minded widow, 65, 5ft Sins, happy, size 14, N/S, many sterests, seeks snature white male sorry hit move to sorry hit move to sorry hit move to sorry hit move the move

HAPPY fun loving, attractive, intelligent, educated, slim, curvy female, late 40's, WLTM caring, sincere man interested in theatre, 18, likes to look after herself and look good, seeks older free spirited male to look after me. Status/race unimportant. Tel No: noce presumportant. Tel No: noce presumportant.

D LONELY femaie, petue, auracurve, size 8-10, blue eyes, long hair, likes historic places, holidays, meals out, seeks honest, genuine male for friendship initially. Tel No: 0906 515 7112 Box No: 356359

experiences with adventurous, uscreet male. Any age. Can travel/accommodate. Tel No; 0906 PATRICIA outgoing, confident, feminine, warm, friendly, smart, feminine, warm, friendly, smart, stravel. SayrRS young and up for some 39YRS young and up for some 11 young 11 young 12 young 12 young 12 young 13 young 13 young 14 young 15 young 15 young 15 young 16 young 16 young 16 young 17 young 17 young 17 young 18 young 18

waiting for? Call mel Tel No: 0906
515 7112 Box No: 358153 

SEALED with a kiss. 37yr old single mum, blonde hair, blue eyes, curv, likes sunshine, travel, looking for Knight in shining armour, old music, countryside, cosy nights in, seeks good male. Tel No: 0906
515 7112 Box No: 357327

52YR old female, likes walks, aniseeks discreet male for chats and
mals, theatre, cinema, seeks male a relaxing glass of wine anytime,
for companionship/LTR. Tel No:
0906 515 7112 Box No: 357291
No: 342527 8

TALL slim brunette, just 21yrs LATE 40's female, likes most

ATTRACTIVE black lady, 5ft 6ins, ATTRACTIVE black lady, 5ft 6ins, black hair, slim, kissable lips, likes walks, horse riding, go karts, seeks professional white male, 35-45, athletic, 5ft 11ins-6ft. London. Tel No: 0906 515 7112 Box No: 353897

BLACK female, likes meals out theatre, seeks solvent white male, easygoing, seeks male. Rochester hair, blue eyes, seeks male, 57-61.

30-47 for genuine relationship. Tel No: 0906 515 7112 Box No: Turbirdige Wells Tel No: 0906 515 7112 Box No: 382910

PETITE female, slim, attractive, blonde hair, green eyes, GSOH, romantic, likes sports, nights out, meals, seeks honest, genuine, N/S male. Tel No: 0906 515 7112 Box

YOUNG at heart 50's tall, slim, blue eyed blonde, honest, caring, seeks tall, strong, confident, young at heart male, 50-60. Tel No: 0906 515 7112 Box No: 350337

VICKY attractive, kind, down to earth, black British, likes travel, writing, reading, cooking, socialis- down to earth, trained lawyer, ing, seeks generous, good man seeks good man for friendship, who is family orientated. Essex companionship, maybe more Tel No: 0906 515 7112 Box No: London. Tel No: 0906 515 7112 Box No: 353033

\*\*RAREN 34, sexy leggy brunette who knows there's more to life than just work! WLTM confident professional male for time off meets in London and fun times. Tel No: 0906 515 7112 Box No: 342525 VICKY attractive, kind, down to

515 7112 Box No: 353111



41YR old lady, young at heart, blue eyes, long dark hair, seeks fun loving guy with GSOH. Tel No: 0906 515 7112 Box No: 346537

YOUNG black female, likes meals out, theatre, seeks solvent white male 30-47 for genuine relationship. Ashford. Tel No: 0906 515 7112 Box No: 382706

MANDY 42, 5ft 4ins, brown eyes, size 12-14, GSOH, caring, likes country walks, beach, meals out, seeks male for friendship, maybe more. Tel No: 0906 515 7112 Box No: 344299

REAUTIFUL slim habe 22 seeks older, generous guy 65 plus who knows how to pamper. London. Tel No: 0906 515 7112 Box No: 348545

ATTRACTIVE outgoing 64yr old lady, seeks genuine, retired, solvent, professional male for friendship. Kent. Tel No: 0906 515 7112

Box No: 351929

Ilkes most things, seeks genuine female to share life with. Sevenoaks. Tel No: 0906 515 7112 Box No: 383770

PETER genuine sincere, easygoing, attractive, likes most

CHRISSY 55, N/S, 5ft 2ins, likes CHRISSY 55, N/S, 5ft 2ins, likes seaside, music, boot sales, iron age history, seeks genuine, reliable, N/S male, 50-60 for companionship, maybe more. Tel No: 0906 515 7112 Box No: 345551 ₿

CLARE 5ft 10ins, blonde hair, blue eyes, slim, likes most things, seeks male for friendship, maybe more. Tel No: 0906 515 7112 Box No:

SINGLE mum. 39, likes most things, seeks male with GSOH for LTR. Tel No: 0906 515 7112 Box

KATHY 62, slim, loving, caring, GSOH, lonely, no one knows I a out there, please call, looking for ale late 50's. Canterbury Tel No: 0906 515 7112 Box No:

DENISE young 50, likes cuddles, astrology, cats, uine, homely male, 50-65 for carnights in/out, seeks male, 37-47 for LTR. Erith. Tel No: 0906 515 7112 Box No: 351577 

Box No: 382864

42YR old female, likes music, JACKIE homely, 52, seeks gendancing, writing, astrology, cats, uine, homely male, 50-65 for carnights in/out, sharing and spoiling. Tel No: LTR. Erith. Tel No: 0906 515 7112 Box No: 351577 

9006 515 7112 Box No: 351577 

12 Box No: 351577 

13 Box No: 351577 

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18 Box N

PENNY slim, sporty, attractive, male to appreciate artistic, roman-excellent company, enjoys the out-doors, cycling, walks, sailing, the-curvy lady of 69 who has not yet after, travel, seeks intelligent, like-inided gent for friendship, maybe No: 0906 515 7112 Box No: 31273 349757 7112 Box No: 351273

FIT lady, 65, thinks she's 40, N/S, OLD fashioned girl, 49, fun, friend-loves life, seeks genuine gent, 60 ly, seeks mature male for fun 70 N/S for happy loving, exciting times, maybe more. Tel No: 0906 times. Gravesend. Tel No: 0906 515 7112 Box No: 382192

JANET 52, kind, caring, honest, loving, likes cinema, nights in, meals out, seeks similar male. Tel No: 0906 515 7112 Box No: 347217

JANET 52, kind, caring, honest, loving, likes cinema, nights in, meals out, seeks similar male. Tel blonde, seeks male, 76 plus who No: 0906 515 7112 Box No: 348889 © 0906 515 7112 Box No: 376438

LADY seeks N/S, clean shaven

64YR old female, 5ft 2ins, GSOH, likes golf, seeks male with GSOH eyes, likes astrology, nights out, for friendship, days out, maybe more. Tel No: 0906 515 7112 Box No: 339551 167 Seeks male with GSOH of the days out, maybe park walks, boat trips, seeks fun interests, GSOH, looking for a soul more. Tel No: 0906 515 7112 Box No: 339531 167 Seeks Tel No: 339531 167 Seeks

## Men Seeking

BLACK male, 46, 5ft 11ins, own home/teeth, likes working out, music, seeks female, any race for LTR. iffe and love, seeks slim-medium Tel No: 0906 515 7112 Box No: 383860 0 0906 515 7112 Box No: 383823 0

TOCKY male, green eyes, 515 7112 Box No: 354809
GSOH, likes nights in/out, gym, cinema, meals, seeks large lady MALE 50, medium build, 5ft 8ins, size 24 plus for relationship. Tel No: 0906 515 7112 Box No: seeks genuine female to share life with. Tel No: 0906 515 7112 Box No: 357877 €

MALE seeks female, 62-65 for

STEVE 6ft 2ins, well built, dark Tell No: 0906 515 7112 Box No: hair, blue eyes, likes the outdoor 348663 6 life, good food/wine, seeks similar honest fun female. Tel No: 0906 515 7112 Box No: 357949 6

IF YOU'RE LOOKING to meet or chat to someone look no further TXT CHAT883 to 6525 for chat with pictures, fun and safe service.

RI ACK male. 46. 5ft 11ins. own

HANDSOME Knight 39, slim, seeks nice, young at heart lady, 30-55. Tel No: 0906 515 7112 Box ho: 350-51 MALE 50, medium build, 5ft 8ins, quiet, friendly, genuine, honest, likes most things, seeks genuine semale 10 share life with seeks female 20-45 for genuine friendship/quality time. Tel No: 906 515 7112 Box No: 357967

BLACK male, 43, kind, caring, easygoing, seeks white female, 39-48 for relationship and good times. Tel No: 0906 515 7112 Box No: 341075

MALE seeks termale, 0.2-05 in friendship, maybe more. Herne Bay, Tel No: 0906 515 7112 Box No: 383474 🗒 Free May 1 Box No: 383474 May

52, 5ft 11ins, easygoing, likes most things, seeks single, N/S female, 47-58. Tel No: 0906 515 7112 Box No: 357807

··· 6FT 3ins male, honest, genuine, NESSA 58, GSOH, caring, happy, seeks likeminded queen, any loving, seeks honest, reliable male age/looks. Tel No; 0906 515 7112 of similar age. Tel No: 0906 515 Box No: 383796

SEVENOAKS 48yr old male, 5ft 8ins, brown hair, medium build, looking for someone sincere, 30-48 to share life with. Tel No: 0906 515 7112 Box No: 371016

PROFESSIONAL male, 63, assertive, many interests, seeks curvy, non assertive lady for special relationship that offers something different. Tel No: 0906 515 7112 Box No: 357723

HONEST male, 34, confident, 6ft, HONEST maie, 34, Corilident, ort, shaved head, athletic, seeks slim, attractive, honest female for fun times, maybe more. Tel No; 0906 515 7112 Box No: 357489

poetic, likes participation, disci-poetic, likes participation, disci-plined, adventurous. Croydon. Tel No: 0906 515 7112 Box No: 57791 Sox No: 342829

KEITH 57, tall, likes bowling, para-normal, seeks kind, honest, loyal ........ 

44YR
old guy 5ft 10ins, medium
build, blue eyes, likes music, concerts, cinema, meals out, seeks
female for romance leading to LTR.
Tel No: 9906 515 7112 Box No:
357679 ₿

WHITE male, 52, 6ft, medium build, likes meals out, cinema, nights out, seeks genuine, kind, loving, relaxed lady for 1-2-1 relationship and to settle down. Tel No: 0906 515 7112 Box No: 348235

WILLIAM young 65, fit, active, N/S, non drinker, seeks Christian female who enjoys the simple things in life. Tel No: 0906 515 7112 Box No: 350833 🗒

WHITE male 37 medium build 5ft

weight lifting, motorbikes, cars, fishing, seeks female, 30-40 for fun and friendship. Tunbridge Wells Tel No: 0906 515 7112 Box No: 380066

CHRIS good looking, young 45yr old male, GSOH, 5ft 10ins, blue for good times, seeks female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 357223

6FT 2ins black guy, seeks female PAKISTAN male 50, 6ft, medium 6FT 2ins black guy, seeks female build, seeks lady, 50-55. Tel No: 0906 515 7112 Box No: 357711 0006 515 7112 Box No: 383028

TAKE a chance on me. Warm, sincere, young at heart, N/S 64yr old widower, 5ft 9ins, medium build, seeks sophisticated lady for loving relationship. London area. Tel No: 0906 515 7112 Box No: 357525

nights in, seeks female, 50-60 for ATTRACTIVE blond blue eyed friendship, maybe more. Tel No: ponce 515 7112 Box No: 357825

YOUNG male, 33, new to area, seeks mature, adventurous female friend for fun evenings in. London. Tel No: ponce 515 7112 Box No: 357999

TOUNG male, 33, new to area, seeks mature, adventurous female friend for fun evenings in. London. Tel No: ponce 515 7112 Box No: 557445 §

STOCKY male, green eyes, GSOH, likes nights infout, gym, cinema, meals, seeks large largy size 24 plus for reflactions.

MALE FOR ATTRACTIVE blond blue eyed shalling likes music, sports, walks, balding, likes music, sports, walks, seeks female, 30-45 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 357845 §

FUN fit, 55 and friendly, refreshing-ly different, values forged out of size, certain beyond my year good lifestly, seeks largated was completed by the seeks large female, 20-34 for relationship. Tel No: 0906 515 7112 Box No: 357891 §

STOCKY male, green eyes, GSOH, likes nights infout, gym, cinema, meals, seeks large large female, 20-34 for relationship. Tel No: 0906 515 7112 Box No: 357891 §

DAVID 61, proud of it, faceable, poetic, likes narriement.

DARREN 40, loving, caring, seeks female, 25-50 for lots of TLC.

60%, caring, likes travel, country-male, 25-60 for discreet relationSingle mum. Tel No: 0906 515
7112 Box No: 364078

KEITH 57, Itall, likes bowling, paranormal speck liter fact.

Box No: 357651 ate, romanuc, lots of .25, someone special. Tel No: 515 7112 Box No: 357195

BARRY 47. 6ft, well built, seeks young female to wine and dine. Gillingham. Tel No: 0906

515 7112 Box No: 353231 🗃

MELPFUL attractive, young 43 male, 5ft 7ins, homely, family type, seeks pretty, petite, slim female for everlasting love. Dartford. Tel No: 0906 515 7112 Box No: 357207 ₿

ANDREW 59, seeks similar aged female for friendship and LTR. Tel No: 0996 515 7112 Box No: 357261

GOOD natured 50yr old male teacher, pleasant nature, positive, seeks female friend, any age for possible LTR. Tel No: 0906 515 7112 Box No: 357123 🗒

47YR old male, 6ft 2ins, well built, seeks special lady. Tel No: 0906 515 7112 Box No: 351497

YOUNG 40vr old dark haired male. well built, romantic, seeks female. Tel No: 0906 515 7112 Box No:

## Gay Seeking

MALE 54. medium build, likes wrestling, seeks male for wrestling bouts. Tel No: 0906 515 7112 Box

shaven, seeks similar bi male in local area. Maidstone. Tel No: 0906 515 7112 Box No: 357781

KEVIN 34 6ft 2ins blond hair medium build, toned, young boyish good looks likes nights out, sports, holidays, seeks similar male, any age for adventurous fun times. Tel No: 0906 515 7112 Box No:

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Keep Kent Working! It's jobs for Kent

# Vorking! Employers urged to support apprentices

# **National Trust** offers trainees vital experience

THE National Trust is offering six-month work placements for unemployed young people at the former Kent home of Winston Churchill.

Since March last year, Chartwell in Westerham, near Sevenoaks, has taken on four trainees, who have become fully immersed in all areas of the estate's work, including gardening, website design and exhibition planning.

And while the scheme will come to an end next month, the National Trust will be taking on new trainees before the end of the spring.

One of those to have benefited is Jonathon Primmer, who is now working with the conservation team as well as researching for a new exhibition at Chartwell.

He said: "I was looking for any relevant employment to get my foot in the door, and I stumbled upon this trainee position.

"It has exceeded all expectations, providing me with training and practical, work-related experience so important to employers

"I now see it as a vital part of my future employability."

Early last year, the National Trust embarked on the Future Jobs Fund scheme in conjunction with the Department of Work and Pensions, whereby a number of the trust's properties would take on young people aged 18-24 who have been out of work for more than six months.

The trust hopes the scheme will provide young employees with training and experience to better their chances of getting work.

Senior administrator Susan Rattray said: "We hope young people will see these posts as an opportunity to boost their skills in a unique environment."

Email sue.rattray@nationaltrust.org.uk or visit your local job centre for more information.

**By Steve Knight** 

EMPLOYERS throughout Kent are being encouraged to show their support for the workforce of tomorrow as part of National Apprenticeship Week.

Running from Monday to Friday, the programme aims to highlight the talents and skills young people can bring to an organisation, and also to celebrate the value of apprenticeships.

Applications are also now open for the National Apprenticeship Awards, which are open to all organisations that employ apprentices, as well as to the apprentices

Rachel McKellar - South East regional director for the National Apprenticeship Service (NAS) - said: "I would urge all South East employers and apprentices to enter this year's awards.

"They recognise and reward employers and apprentices, and provide an opportunity to showcase their achievements on a regional and national basis.

"Every year it's breathtaking to see firsthand how these inspirational apprentices are making such a positive impact on their employers and on the local community."

Last year, 20-year-old retail management apprentice Holly Manley, from Dartford, was named National Apprentice of the Year.

The NAS says Holly is a shining example of how apprenticeships provide training to expand career horizons, having been promoted from supervisor to store manager at Superdrug in a matter of months.

She said: "Winning the National Apprentice of the Year 2010 has opened a lot of doors for me. It's amazing to be selected from all the apprentices nationwide, and such a boost to know that all your hard work is being recognised.

For this year's awards the NAS will be listing England's top 100 apprenticeship



VITAL TRAINING: Hairdressing apprentices get expert advice at Canterbury College

employers, as well as giving separate awards for the small, medium, large and macro employers of the year.

Entries close on March 25. Visit www.apprenticeships.org.uk/awards for more information.

Meanwhile, several Kent training providers are holding activities to help promote National Apprenticeship Week.

Canterbury College is hosting an interactive exhibition at Whitefriars in the city centre from Tuesday to Friday, covering a wide variety of courses on offer. These include childcare, accounting, and plumbing,

Student demonstrations will be held, with interest welcome from potential students, schools, parents and businesses.

MidKent College is holding an employer event promoting apprenticeships to local small and medium enterprises, as well as two open evenings for school leavers and those already in employment to discuss how to get on to an apprenticeship.

Finally, the Medway branch of Connexions - the Medway Youth Trust - will hold an open morning on Wednesday to advise young people on what apprenticeships are available, how much money they can expect to earn and more.

Visit www.apprenticeships.org.uk for more information.

WHAT is your business doing to help Keep Kent Working?
Is it running an apprenticeship scheme to attract young workers? Are

its employees being sent on training courses to aid their personal development? Or is it funding a university scholarship to help find the businessmen and women of the future?

Send your good news stories to steve.knight@kosmedia.co.uk or call 01303 817136.



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Visit www.kent.gov.uk/adulted or call 0845 606 5606 to enrol today!







# Train & Retrain Train & Retrain



# Battle of bands could lead to music career

A COUNTY-wide 'battle of the bands' competition is being held to promote training and potential careers in the recording industry.

The Music Clash '11 contest is being run by Kent County Council and sponsored by Canterbury Christ Church University's Broadstairs campus, with support from Kent Music and the charity Rhythmix.

Winners will spend a day at the university's recording studios, where an expert sound technician will add some professional polish to their work.

They will also receive tips for succeeding in the music industry during a master class led by one of the professionals who teach at the campus.

Campus director Dr Andrew Gower said: "We're delighted to be sponsoring this important event and supporting Kent's young musical talent.

"The university is keen to encourage musical interest and talent at all ages, and

we hope the experience of taking part in events like Music Clash will encourage our county's talented young musicians to take up opportunities for study - whatever their musical taste, style or background."

Young musicians from all genres are invited to upload a short video of an original piece of work to www.musicclash.kent.gov.uk, which will then be rated by the public over the next two months.

The top five entries will also win the chance to perform their songs at a live gig which will be filmed for the internet.

Cllr Roger Gough, Kent County Council's cabinet member for corporate support services, said: "This is a fantastic chance for all young people to get involved in Kent's thriving music scene.

"All participants will get great exposure and the winners will receive a real boost to their careers with insider knowledge from experts at Canterbury Christ Church University's Broadstairs campus.'

# Creating the light fantastic

DISADVANTAGED youngsters from Canterbury helped to create a light graffiti' exhibition, organised by the University for the Creative Arts (UCA).

The LightTAG project offered workshops throughout the South East, where participants were taught how coloured LED lights can create light drawings and animations through an innovative camera technique.

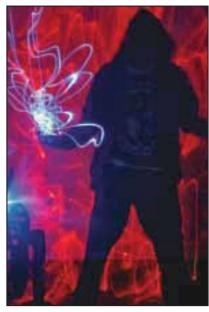
A launch event will be held at London's BFI on Friday, followed by a tour of galleries in the South East.

UCA visual artist Tine Bech said: "LightTAG has been a fantastic experience for everybody involved.

"The young people who participated have created a really visually engaging project.

"One of the project goals is to show youth culture in a positive light and increase the visibility of young people's voices, which I think we've achieved.

"We often forget that universities don't just award degrees, but connect with communities, with businesses and, in this case, with young people."



**ILLUMINATING:** Camera technique helped youngsters create 'light graffiti' and art

## Skills course at Connexions

CONNEXIONS has been awarded the contract to deliver the Prince's Trust Team Programme in Kent.

The 12-week scheme is open to young people aged 16-24, who are currently looking to develop their confidence, learn new skills and get into work.

Courses are now available in Dover, Swale and Maidstone.

Chief executive Sean Kearns said: "The Team Programme has an excellent track record in helping people move into jobs, training or education, and we are delighted to be working with the Prince's Trust and Mid Kent College on this programme.

"The course offers an exciting challenge to those wanting to develop their skills and gain a nationally-recognised qualification."

The programme consists of a residential week, community project, CV writing and interview skills, work placements,

fundraising and other practical experiences. The course is free and will not affect those receiving jobseekers' allowance.

See www.connexionskentandmedway.co.uk or call 01622 683155 for more information.

Apprenticeship Week 7-11 February 2011



#### Summary of events in Thanet:

#### Monday 7th February

- Launch of Training Solutions Facebook site
- College Apprenticeship Graduation event



#### Tuesday 8th February

. Thanet College recruits 'The Apprentice'

#### Wednesday 9th February

- Principal Graham Razey live interview on Academy FM at 11.15am
- Drop-in session about Apprenticeships College Library 12 midday until 5.00pm

#### Thursday 10th February

Training Solutions take over the Community Hub at Westwood Cross 10am-1pm

#### Friday 11th February

- Training Solutions take over the Community Hub at Westwood Cross 10am-1pm
- Thanet College hosting the Coastal College Consortium for the 'Employer Engagement Task Group'

#### Saturday 12th February

- Apprenticeship Bus will be at Westwood Cross from 8.30am-6.00pm.
- Launch of a range of new Thanet College Apprenticeship programmes





MidKent College's dedicated training consultancy provides a professional service that is dedicated to the needs of local companies. Training courses can be delivered in-company or in the first class facilities available at the College.

#### Subject areas available include:

- > Building & Civil Engineering
- > Commercial & Business
- > Construction Crafts > Education
- > Electrical
- > Floristry
- > Health & Safety
- > Health & Social Care
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#### Operations Manager (Part Time)

#### MAKE A DIFFERENCE TO THE COMMUNITY

We are looking to recruit a part time Operations Manager for our office based in Ashford, Kent.

Ashford Mediation Service, a registered charity, plays a vital role in the community helping people to resolve conflict situations. We are looking for an individual who will be able to maintain a high standard of service delivery and is able to identify and maximise commercial opportunities for sustainable business growth.

Working knowledge of mediation is preferred but not essential. You will have management, marketing and business development skills and experience of managing and motivating volunteers.

Salary for the post is pro rata £28,860 p.a. You will be required to work 24 hours per week. Some evening work may be required. Driving license is essential. This post is subject to a Criminal Record Bureau Disclosure Check

If you are interested in this exciting opportunity please send your  $\ensuremath{\text{C.V}}$ with a covering letter to: PO Box 482, Ashford, Kent. TN23 9PY

Closing date is Friday 18th February 2011





Coastal Services **Division** 

The Coastal Services Division of Gardline Environmental Ltd provides a variety of survey and windfarm services and specialist vessels for contracts and charters. These include Windfarm Turbine Transfers, Hydrographic Surveys and Guard Boat duties. Due to the award of some major long-term contracts across the UK, we are seeking persons suitable for the following positions:

#### **SKIPPERS**

The ideal candidate must possess previous experience at sea on 10m to 20m vessels, using a variety of propulsion methods. As a minimum, an RYA Powerboat Level 2 Certificate and an ENG-1 medical certificate are required. A VHF, First Aid and sea survival certificates would be an advantage as would experience of training support staff in boat operations. We have several experienced support staff as well as those beginning their careers at sea, so your ability to encourage and guide is important.

The successful candidate must be able to demonstrate their boat handling skills, leadership qualities and problem solving abilities Your calmness, confidence and initiative will be key to your success as one of our skippers within our team.

#### **ABLE SEAMEN**

In this role we are looking for individuals who have commercial and or leisure boat experience in an all-round support role. Your positive attitude and approach to the work and practical learning will be key to your success and progression. You must be someone who can accurately follow instructions and take responsibility for given tasks, working closely with and providing support to the Skipper regarding all aspects of vessel operations.

Working for Coastal Services, is physically demanding and will require nationwide travel and periods of time away at sea. We do operate on rotations appropriate to contract, usually 16 days on (including travel) and 14 days off, but for ALL the above roles you will need to be flexible and willing to work outside the core business hours on occasions. Ideally we are looking to recruit people from the localities of our contracts, but this is not essential

If you are interested in working with us, please send your CV and Cover Letter via e-mail detailing your experience, skills and qualifications along with your availability to Allan Tucker, Project Manager at allan.tucker@gardline.com

Closing date: Thursday 10th February 2011

All Seasons donates 100% of the surplus profit to, and works in partnership with, registered charity Kent Enterprise Trust.



#### Looking for a new challenge?

Why not make a difference to someone's life and work with us as a community care worker?

Experience **NOT** required but passion is essential.

Visit www.allseasons.org.uk or call 01227 265 899 for more information.

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You will have strong numeric skills, good Excel knowledge and demonstrate excellent attention to detail. Previous knowledge of Opera and Sage is desirable

Please apply with CV and covering letter with current salary details to: nson at kdobinson@handpicked.co.uk Closing date: 11th February 2011.

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#### **Required For Residential Care Home** in Folkestone

We are looking to recruit an enthusiastic and committed person.

Must have minimum NVQ Level 3 qualification, and experience in caring for the elderly is essential.

Please call Miss Julia Carter (Home Manager) on 01303 254019 for further details or email CV to cumbriahouse@ashwoodhealthcare.co.uk

Subject to satisfactory CRB Check

#### Flexi Day Care Assistants **Required For Residential Care Home** in Folkestone

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Please call Miss Julia Carter (Home Manager) on 01303 254019 for further details or email CV to cumbriahouse@ashwoodhealthcare.co.uk

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### Deputy Manager



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The role is to develop alongside the Clinical Manager and existing Deputy Manager with the view to gaining experience to gain a more senior position in the future

The role is for a person who wants a challenge and further their career in care. Has to have experience in working in a supervisory or co-ordinator role with care staff awareness of Dementia and NVQ Level3.

CV on submission and references required at point of acceptance. CRB will be carried

To apply please send your CV to: adam@belmontsandbanks.co.uk Visit our website: www.belmontsandbanks.co.uk

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To be responsible for the running of our busy Trade Sales Office including processing orders, preparation of orders for production, collating deliveries, customer liaison and credit control. Good keyboard skills, a mature outlook to problem solving and ability to work on own initiative under pressure required.

Salary is negotiable depending on experience.

Closing date - 18th February 2011.

Please apply in writing with a CV to Ron Twyman, Piper Double Glazing Limited, 140 Newington Road, Ramsgate, Kent CT12 6PP or by e-mail to ron@piperwindows.co.uk.



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se telephone **01843 570638** or **01227 206473**; or email **Canterbury@bluebirdcare.co.uk** for an application pack stating which post you wish to apply for.

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Do you have excellent people and communication skills; the confidence and ability to work independently; extensive knowledge of the local area and orchard farming community and; a clean driving licence and access to own transportation?

The Institute of Occupational Medicine (IOM) is a major independent centre of scientific excellence in the fields of occupational and environmental health, hygiene and safety. We are looking to recruit  $\boldsymbol{2}$ individuals to assist with recruitment and liaise with participants in a scientific study of pesticide use in the surrounding areas of Canterbury / Maidstone. The study will include both orchard farmers and residents as part of its investigation.

The successful candidate will receive full training on the study and will be paid £8.50 hourly for time worked. Working hours will be flexible and subject to project needs and negotiation. IOM will cover all travel and expenses associated with the project.

For further information regarding the role please visit our website www.iom-world.org/recruitment

Closing date for applications is 18 February 2011. Interviews will be held on 4 March 2011.



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You will be office based and working with an existing client base of advertisers where customer service is paramount, but you must also be able to search out new business to develop and grow

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Media experience is not essential as full training will be given.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation

Please apply in writing with your CV and covering letter in the first instance to: Ynez Coton, Commercial Director, ARCHANT KOS MEDIA Apple Barn, Hythe Rd, Smeeth, Ashford Kent. TN25 6SS Or email ynez.coton@kosmedia.co.uk

#### **Sales Manager**

The Sales Manager will play a lead role in developing new business and maintaining existing relationships. The ideal candidate should be comfortable with all stages of client relationship management and should be proficient at sourcing leads, securing new revenue, delivering presentations, writing proposals, negotiating and closing.

The person we are seeking will be an energetic and enthusiastic individual with excellent sales skills, a self starter; highly motivated and will have excellent verbal and written communication ability. You will need to demonstrate a proven sales track record, preferably from within media, will have a good understanding of the benefits of printed, online and live media and knowledge of the Kent marketplace would be useful.

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Looking after and growing an existing customer base along with finding new business will form the basis of the job role. You will need to be a self motivated individual with sales experience, good communicator, tenacious and hard working to succeed in this environment.

#### Telephone Sales Executives x2 Ashford

You will play the key role in selling advertising across our market leading portfolio of newspapers, websites and mobile products.
Candidates may possess a track record in telephone sales, combining excellent communication

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Ultimately, we need an articulate and assured sales person with a structured and positive manner. Your might also be looking to enter media as a career within sale and this would be an excellent

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Please apply with your CV and covering letter in the first instance to: Christine Davidson, Commercial Director ARCHANT KOS MEDIA, Apple Barn, Hythe Road Smeeth, Ashford, Kent TN25 6SS

Or by email christine.davidson@kosmedia.co.uk

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### The Folkestone academy



Required ASAF

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Full details and an application form are available from our website: www.folkestoneacademy.com Alternatively contact Sally Taylor on 01303 842400 or via email: sally.taylor@folkestoneacademy.com

#### Closing date: 10 February 2011 at 5.00pm

The Folkestone Academy is committed to the safeguarding of children and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. The successful applicant will be subject to appropriate child protection screening including checks with previous employers and the Criminal Records Bureau. The Academy is an equal opportunities employer.

The Folkestone Academy, Academy Lane, Folkestone, Kent CT19 5FP Tel: 01303 842400 ?Email: admin@folkestoneacademy.com



**St. Lawrence College** 

#### CALLING ALL NURSES

Are you thinking about returning to work? Do you have up to date clinical skills?

Then talk to us as we now have a vacancy in our professional Medical Care Team based here at the College.

St Lawrence College is a co-educational Independent School based in heart of Ramsgate and set within 40 acres of Grounds.

We require a trained Nurse with experience of minor injuries and ideally some immunization / pastoral care / counselling skills & health promotion, to work part time in our School's established medical centre. You will be working with Children from the ages of 3 to 18 years of age.

The hours of work are: 15 per week worked on Mondays, Tuesday & Thursdays 15.30 - 20.30 hours & every third Sunday for on call duties. This is a Term Time position only working for 34 weeks of the year and would ideally suit someone local to the School

St Lawrence College is committed to safeguarding and promoting the welfare of children and young people and expects all members of staff & volunteers to share this commitment. Appointments are subject to an enhanced CRB Clearance and satisfactory references being obtained.

We are committed to equal opportunities and diversity and welcome applicants from all groups and communitie

Closing date for applications: 18th February 2011

Please send your completed application and covering letter together with your current salary level to: The Human Resources Manager, St Lawrence College College Road, Ramsgate, Kent. CT11 7AE Or apply at: vacancies@slcuk.com www.slc-uk.com

#### Teachers Needed Primary, Secondary and SEN.

Capita Education Resourcing is the leading provider of educational staff throughout the UK.

Our dedicated and friendly Kent team can provide

- ✓ Daily/weekly/termly supply opportunities
- ✓ Excellent rates of pay paid weekly
- ✓ Free in-service training and CPD assessment
- ✓ Free use of resource centre
- ✓ An out-of-hours service

Even if you can only spare one day a week we would love to hear from you.

To find out more information and to register with us, please call us free on 0800 731 6871

CAPITA



or email enquiry.ers@capita.co.uk

#### **Calling all Teachers** & Cover Supervisors

Primary, Secondary and SEN Education

Our professional team can offer:

- Daily/weekly/termly supply opportunities
- Excellent rates of pay paid weekly
- Free in-service training and CPD Courses
- An out-of-hours service 24/7

Whether you require daily, short term, long term or permanent roles across Kent and the SE we would love to hear from you.

To find out more information and to register with us, please call us on: 0845 450 1496 or email: kentteam@tltp.co.uk





RAISING ASPIRATIONS - DEVELOPING SKILLS - DELIVERING QUALITY

#### **HEAD OF BUSINESS RELATIONS**

Salary Scale: Basic salary £35k. Target achievement £40k and additional incentive payments up to £10k for 37 hours per week, all year

The college is looking to recruit a Head of Business Relations to manage a portfolio of existing customers and attract new customers through excellent customer service, sales and effective account management in line with the College business targets and service level agreements.

Job reference: HBR001

#### PROGRAMME LEADER IN **HEALTH AND SOCIAL CARE**

Salary Scale: £29,413 - £34,817 for 37 hours per week, all year

The college is looking to recruit a Programme Leader in Health and Social Care to ensure a well-organised high quality course or study programme that effectively meets the needs of the students.

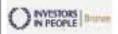
The main duties of this role include teaching, tutorial work, curriculum development and planning and to lead a team of staff including coordinating the delivery of courses within the Health and Social Care programme area.

Job reference: PLH&S001

Closing date: 16 February 2011

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'. Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Promoting Equality Preventing Discrimination















#### "Raising Aspirations, Developing Skills, Delivering Quality"

Do you have what it takes to be a College Governor?

Thanet College continues to build on the success and achievement of its students in a wide range of vocational courses, specialising in areas such as art and design, music, media and performance, engineering and technology, hospitality, care and business.

College Governors are members of the wide community served by the College who volunteer their senior level experience and skills for public benefit. They are responsible for the educational character and mission of the College, for the proper use of its resources and for safeguarding its assets. Governors are committed to the value of lifelong learning, the promotion of equal opportunities and maintaining standards.

We have a vacancy for a Governor serving on our Governing Body and Audit Committee. The successful applicant should have broad managerial experience and knowledge of organisations at a senior level and be conversant with financial procedures and/or audit

Please apply in writing to:

Nicky Stevenson **Deputy Clerk Thanet College** Ramsgate Road **Broadstairs** Kent CT10 1PN

The closing date for applicants is Monday 14th February 2011.

Please note: Previous applicants need not apply

Thanet College is committed to Equal Opportunities.

# RAISING ASPIRATIONS - DEVELOPING SKILLS - DELIVERING QUALITY

#### **Additional Support Tutor**

The college is looking to recruit an Additional Support Tutor to be responsible for the support service for learners with Autistic Spectrum Condition and Language and Communication needs.

Salary Scale: £25,589 - £30,205 for 37 hours per week, all year

Closing date: 9 February 2011

Interview date: 28 February 2011

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'

Alternatively contact the HR Office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Job reference: AST001

**Promoting Equality Preventing Discrimination** 













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#### **Accountancy**

#### Accounts Assistant

Sevenoaks

Hand Picked Hotels is a collection of 17 luxury country house hotels throughout the United Kingdom and Channel Islands. Accounts Assistant Maternity cover I Based Sevenoaks I £17.5kWorking as part of a busy, friendly team, you will provide ledger and accounting support to both our head office and individual hotels, including supervising bought and sales ledgers, cash book reconciliations and assisting withmonthe nd procedures. Data Hand Picked Hotels is a collection of withmonth end procedures. Data reporting on a daily, weekly and monthly basis will also formpart of your role. You will have strong numeric skills, good Excel knowledge and demonstrate excellent attention to detail. Previous knowledge of Opera and Sage is desirable. Please apply with CV and covering letter with current salary details to: Keely Dobinson at handpicked.co.ukClosing date: 11th February 2011 w.handpicked.co.uk

To apply/more information: Hand Picked Hotels kdobinson@handpicked.co.uk Quoting Job Ref: kos

#### **Child Care**

#### **Cover Supervisors**

#### All over Kent

kentteam@tltp.co.uk To apply/more information

All over Kent
Salary Negotiable
Calling all Teachers; Cover
SupervisorsPrimary, Secondary and
SEN Education Our professional
team can offer: •
Dailyweek/Nermly supply
opportunities • Excellent rates of
pay - paid weekly • Free in-service
training and CPD Courses • An outof-hours service 24/7 Whether you
require daily, short term, nong term require daily, short term, long term orpermanent roles across Kent and the SEwe would love to hear from you. To find out more informationand to register with us, please call us on:0845 450 1496 or email:

**HR Administrator** 

Brandshatch

## London Teaching Pool Ltd

#### Quoting Job Ref: kos Teachers

All Kent

Salary Negotiable Calling all Teachers: Cover SupervisorsPrimary, Secondary and SEN Education Our professional team can offer: • Daily/weekly/termly supply opportunities • Excellent rates of pay - paid weekly • Free in-service training and CPD Courses • An outof-hours service 24/7 Whether you of-hours service 24/7 Whether you require daily, short term, long term orpermanent roles across Kent and the SEwe would love to hear from you. To find out more information and to register with us, please call us on:0845 450 1496 or email: kentleam@ttlp.co.uk

To apply/more information
London Teaching Pool Ltd Quoting Job Ref: kos

#### **Customer** Service, **Call Centre**

#### Telesales

Maidstone

Salary Negotiable Sparkle; Smile Returning to work?Looking for a ne challenge?Salary up to £18,500 per annumFull Holicary entitlement Maidstone town centre wardstone town centre loczationBring your personality to work and let it work 4 u!Telesales based operation. Call 01622 662610 quoting REC500.

To apply/more information: Theme Events Quoting Job Ref: REC500

HR. Recruitment

17 luxury country house hotels throughout the United Kingdom and Channel Islands, rBased Brandshatch Place Hotel £18kResponsible for all HR administration for a designated group of properties, your duties will include setting up and updating personnel records in line with personnel records in line with auditand data protection requirements, aswell as administering the employee benefits system and assisting with recruitment of new staff members. We are seeking a confident, pro-active and highly organised individual with excellent knowledge of Microsoft Office to deliver a first-class HR admin service. Please apply with CV and covering letter with current salary details to:Keely Dobinson at kdobinson@ kdobinson@ handpicked.co.ukClosing date: 11th

February 2011. www.handpicked.co.uk To apply/more information: Hand Picked Hotels kdobinson@handpicked.co.uk

Quoting Job Ref: kos

#### Management. Senior **Positions**

#### **College Governor**

Thanet

"Raising Aspirations, Developing Skills, Delivering Quality"Do you have what it takes to be a College Governor?Thanet College continues to build on the success and achievement of its students in a wide range of vocational courses specialising in areas such as art and design, music, media and performance, engineering and technology, hospitality, care and College Governors are members of

the wide community served by the College who volunteer their senior level experience and skills for public benefit. They are responsible for the educational character and mission of the College, for the proper use of its resources and for safeguarding its assets. Governors are committed

promotion of equal opportunities and maintaining standards. We have a vacancy for a Governor serving on our Governing Body and Audit Committee. The successful applicant should have broad managerial experience and knowledge of organisations at a senior level and organisations at a senior level and be conversant with financial procedures and/or audit processes.Please apply in writing to:Nicky StevensonDeputy ClerkThamet CollegeRamsgate RoadBroadstairs/Kent CTIO 1PNThe closing date for applicants is Monday 14th February 2011.Please note: Previous applicants need not applyThanet College is committed to Equal Opportunities.

To apply/more information: Quoting Job Ref: kos

#### Nursing, Medicine. **Care Work**

#### **Psychological** Therapist Ashford PTP

Salary £21,519 \_Çô £27,849 pro

rata
Psychological Therapist - Fixed Term
for 6 months£21,519 - £27,849 pro
rata - 20.81 hours per
weekEssential Car User Allowance
up to £1,239Based Ashford PTP KCA
(UK) Psychological Therapy Providers
(PTP) provides a wide range of high
raulify innovative orimany care quality, innovative primary care mental health services. We offer a strong departmental framework with regular clinical supervision, line management, monthly team meetings and effective opportunities for further training and career development.

The Ashford PTP team requires a psychological therapist to work in close collaboration with colleague close collaboration with colleagues in a stepped care service. You will work in surgeries based in the local area and have a commitment to improving access to psychological therapies for people with depression and anxiety. A strong interest in

Cognitive Behavioural Therapy (CBT) would be an advantage. The team also delivers EMDR, Brief Dynamic Interpersonal Therapy for Depression (DIT), Couple Therapy for Depression (CDT) and eligibility and interest in these areas and Interpersonal Psychotherapy for Depression (IPT) will also be useful. The base is will also be useful. The dase is a multi-agency partnership taking referrals from both primary and secondary care. For an informal discussion about the post please contact Liz Hamlin, Clinical Manager HAPT on 0123 639383. Applications and job descriptions can be downloaded from www. kca. org. uk. You can also emall recruitment@ kca.org.uk or call 01795 590795 and select option three. Please quote ref. 736. Closing date: 15 February 2011. Interview date: TBCKCA (UK) is committed to the principles of equality of opportunity located in the Live It Well Centre, a principles of equality of opportunity for all. Charity no: 292824

To apply/more information: KCA (UK) admin@kca.org.uk Quoting Job Ref: 738

#### Transport, Logistics, Aviation

#### **Class 2 LGV Moffett** Driver

#### Maidstone

Salary 29 - £10 Per Hour LGV C / HGV II Moffett Drivers required for on-going temporary work. All applicants must hold a current Moffett certificate as well as a digital tachograph card. Working Monday to Friday (days) up to 45 hours per week. PAYE or Limitled Company Drivers welcome. Due to insurance annificants must be at Salary £9 - £10 Per Hour insurance, applicants must be at least 25 years old and have no more than 6 points for minor endorsements (no DRs or DDs). For further details please call Alex on 01622 664999

To apply/more information: Best Connection Agency (The) maidstone@ thebestconnection.co.uk Quoting Job Ref: AH0001

KENT COUNTY COUNCIL

THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004

APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS

An application has been made to Kent County Council to grant a renewal of an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil

Name of Premises: The Tithe Barn, Court Lodge Farm, Lenham, Maidstone

Ms Valerie Woolven

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the renewal of the grant

of approval, together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address

Applicant:

Giles Adey Head of Registration 1st Floor, Invicta House Maidstone, ME14 1XX

#### KENT COUNTY COUNCIL

THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004

#### APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS

An application has been made to Kent County Council to grant an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil partnerships:-

Name of Premises: Turner Contemporary Gallery, Rendezvous, Margate

Applicant: Duncan Healey

The application and plan of the premises may be inspected at the address below during normal office hours. Any person ma give notice in writing of an objection to the grant of an approv together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address below.

Giles Adey Head of Registration 1st Floor, Invicta House Maidstone, ME14 1XX



#### PUBLIC NOTICE

Notice is hereby given that Sathiyamoorthy Mathiazhagan of 137 Winlaton Road, Bromley, Kent BR1 5QA, has applied to Dover District Council for the grant of a new off-license application. Hours for sale of alcohol: Monday to Sunday 6am until 11pm, for the premises of Parks Convenience Store, situated at 10 Park Avenue, Deal, Kent CT14 9AL.

Full details of the application can be viewed at the offices of the Dover District Council, White Cliffs Business Park, Dover (www.dover.gov.uk).

Any person wishing to submit representations to my application must give notice in writing to the address shown above, giving in detail the grounds of objection by 23rd February 2011.

It is an offence for anyone knowingly or recklessly to make a false statement in connection with a Licence Application. The maximum fine on summary conviction is £5,000.00.



#### PUBLIC NOTICE

Notice is hereby given that Vodafone Limited and Telefonica

belief that they have rights to the grass verge on Stanhope Road, please contact the person below: Brian Phillips, GVA,10, Stratton Street, London W1J 8JR. Tel:-0207 911 2114.

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THE MARRIAGE ACT 1949 AND CIVIL PARTNERSHIP ACT 2004

APPROVED PREMISES FOR CIVIL MARRIAGES & CIVIL PARTNERSHIPS

An application has been made by John Wilkinson, Old Tree

Giles Adey, Head of Registration 1st Floor, Invicta House, Maidstone, ME14 1XX

O2 (UK) Limited are to apply to Ashford Borough Council for planning consent to erect a new installation at-Grass Verge, South side of Stanhope Road, opposite Crundale Close, Ashford, Kent, TN23 5RQ.

The proposed installation will be located on the grass verge on the south side of Stanhope Road, opposite Crundale Close (approximately 15 metres west of junction with access road into The John Wallis Church of England Academy). If any person who believes and has evidence to support their

#### KENT COUNTY COUNCIL

Lodge, Old Tree, Hoath, Canterbury to Kent County Council to grant an approval for a ceremony at this premise.

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the grant of an approval, together with the reasons, within 21 days from the date of this newspaper.

Objections should be sent to the following address

#### Highways – District of Swale

**HEARTS DELIGHT ROAD, TUNSTALL (PROHIBITION** OF DRIVING) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) **ACT 1991** 

Notice is given that because of the installation of a new electrical supply, the Kent County Council has made an Order prohibiting through traffic on Hearts Delight Road, Tunstall, on or after 21 February 2011 for up to 1 day or until the works have been

The road will be closed in the vicinity of 'The Oast'. There will be no access for through traffic between the junctions with Bredgar Road and Park Drive.

The alternative route is via Hearts Delight Road, Hearts Delight, Bannister Hill, Borden Lane, Riddles Road, Minterne Avenue, Bradley Drive, Park Drive and Tunstall Road

#### HIGHWAYS ACT 1980 - SECTION 116 STOPPING **UP OF LAND ADJACENT TO BYSING WOOD ROAD** AND WESTERN LINK (B2045), FAVERSHAM

I AM GIVING NOTICE THAT the Kent County Council propose to make an application to the Magistrates sitting at Sittingbourne Magistrates Court on 7 March 2011 at 11.30am for an Order under Section 116 of the Highways Act 1980 to extinguish highway rights on the grounds that they are unnecessary on land adjacent to Bysing Wood Road and Western Link (B2045). Faversham as shown in red on the plan on deposit.

A copy of this notice and the plan referred to are on deposit, and can be seen during normal office hours, at the main reception of Kent Highway Services at Sessions, County Hall, Maidstone, Kent

If you require further information or would like to discuss this matter, please contact Network Performance of Kent Highway Services in writing at the address given below, or by telephone on 08458 247 800 (24 hour contact centre).

KATHERINE KERSWELL GROUP MANAGING DIRECTOR

County Hall, Maidstone, Kent ME14 1XX

For further information please contact Kent Highway services on 08458 247 800 (local rate) or visit www.kent.gov.uk/highways



#### **Highways - District of Sevenoaks**

HEVER ROAD, EDENBRIDGE - (TEMPORAR) PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) **ACT 1991** 

Notice is hereby given that owing to the Notice is nereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council intends to make an Order restricting the use by vehicular traffic on Hever Road, Edenbridge from Phillippines Close to outside Delaware Cottages.

The Order will become effective on 21st February 2011, will be in operation and remain valid for a maximum period of 18 months; the works are weeks. These restrictions will be effective whe the appropriate signage is in place.

The alternative route for the above restriction will be via: New House Farm Road, Lydens Lane, B2026 Hartfield Road and B2026 Mill Hill.

The purpose of the closure is to facilitate installation of a new electricity supply.

#### STATION ROAD, SHOREHAM - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC **REGULATION ACT 1984 AS AMENDED BY** ROAD TRAFFIC (TEMPORARY RESTRICTIONS) **ACT 1991**

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council intends to make an Order restricting the use by vehicular traffic on Statio Road, Shoreham 5m from the railway bridge.

The Order will become effective on 21st February 2011, will be in operation and remain valid for a maximum period of 18 months; the works are planned to last 5 days. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: Church Street, Shoreham, Filston Lane, Shoreham, Twitton Lane, Otford, Pilgrims Way West, Otford, Station Road, Otford and Shoreham Road, Otford,

The purpose of the closure is to facilitate installation of 15m of service cable

#### Highways – District of Shepway

#### RECTORY LANE, BROOKLAND (PROHIBITION OF DRIVING) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is given that because of works to carry Notice is given that because of works to carry out tree-cutting and aerial cabling, the Kent County Council intends to make an Order prohibiting through traffic on Rectory Lane, Brookland, on or after 9 February 2011 for up to 3 days or until the works have been completed.

The road will be closed between the junctions with Oldhouse Lane and King Street.

The alternative route is via Oldhouse Lane Carter Lane and King Street.

The road will be closed between 9.30 am and 3.30 pm each day and re-opened outside these hours.

#### VARIOUS ROADS, ROMNEY MARSH (PROHIBITION OF DRIVING) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE **ROAD TRAFFIC (TEMPORARY RESTRICTIONS)** ACT 1991

Notice is given that because of bridge inspections, the Kent County Council intends to make an Order prohibiting through traffic on Various Roads, Romney Marsh, on or after 14 February 2011 for up to 3 days or until the works have been completed.

The roads affected, dates of closure and alternative routes are as shown belo

Each road will be closed for 1 day, on or after the date shown, between 9.30 am and 3.30 pm.

Wenham's Lane, Old Romney will be closed at Yoakes Bridge on 14 February 2011. The alternative route is via Eighteen Acre Lane, A259 Rhee Wall, A2070, lvychurch Road and Wenham's Lane.

Gammons Farm Lane, Newchurch will b closed at Blackmanstone Bridge on 15 February.

The alternative route is via the road linking St Mary's Road with Newchurch and the road linking Newchurch with Lower Wall Road.

The un-named road between Turnagate Cottage and Ashford Road will be closed at Star Inn Bridge on 16 February.

The alternative route is via School Road and St Mary's Road.

#### **Highways – District of Swale**

#### HIGHWAYS ACT 1980 - SECTION 116 STOPPING UP OF LAND ADJACENT TO BYSING WOOD ROAD AND WESTERN LINK (B2045), **FAVERSHAM**

AM GIVING NOTICE THAT the Kent County Council propose to make an application to the Magistrates sitting at Sittingbourne Magistrates Court on 7 March 2011 at 11.30am for an Order under Section 116 of the Highways for an Urder under Section 116 of the Highwa Act 1980 to extinguish highway rights on the grounds that they are unnecessary on land adjacent to Bysing Wood Road and Western Link (B2045), Faversham as shown in red on the plan on deposit.

A copy of this notice and the plan referred to are on deposit, and can be seen during normal office hours, at the main reception of Kent Highway Services at Sessions, County Hall, Maidstone, Kent ME14 1XQ.

If you require further information or would like to discuss this matter, please contact Network Performance of Kent Highway Services in writing at the address given below, or by telephone on 08458 247 800 (24 hour contact centre).

#### Highways - Borough of Tonbridge and Malling

#### (BELL LANE, DITTON) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Bell Lane, Ditton on or after Monday 21st February 2011 for a period of up to 1 day or until such works are completed.

The alternative route is via Oak Drive, Maple Close, Laburnum Drive, New Hythe Lane, A20 London Road.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to cleanse gullies, pipe work and empty soakaways. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

#### (NEW HYTHE LANE & KINGFISHER ROAD. LARKFIELD) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS)

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on New Hythe Lane from north side of Fire Station access to a point approximately 50m north of the pedestrian crossing on or after Sunday 27th February 2011 for a period of up to 1 day or until such works are completed. Access to Kingfisher Road will be available via Lunsford Lane only.

The alternative route is via A20 London Road, Lunsford Lane, Leybourne Way, New Hythe Lane. Kent Highway Services apologise for any inconvenience caused by these works, which are necessary for carriageway resurfacing works. Should you require any further information for these works, the contact is Keith Jacobs on 08458 247 800.

(PROHIBITION OF TRAFFIC) TEMPORARY
ORDER 2011 THE ROAD TRAFFIC
REGULATION ACT 1984 AS AMENDED BY THE
ROAD TRAFFIC (TEMPORARY RESTRICTIONS) **ACT 1991** NOTICE is hereby given that because works are

(PADDLESWORTH ROAD, SNODLAND)

NOTICE IS Referely given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Paddlesworth Road from Paddlesworth Farm to St Benedict Road on or after Tuesday 22nd February 2011 for a period of up to 1 day or until surch works are completed. such works are completed.

The alternative route is via Stangate Road, Snodland Road, St Benedict Road.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to cleanse gullies and pipe work. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

(PHILPOT'S LANE, HILDENBOROUGH) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Philpot's Lane, Hildenborough on or after Monday 21st February 2011 for a period of up to 5 working days or until such works are completed

The alternative route for westbound traffic is via Watt's Cross Road, B245 London Road, Morley's Road, Scabharbour Road, Scabharbour Lane and for eastbound traffic via Coppings Road, Compasses Road, Bozoz Penshurst Road, High Street, Hildenborough Road, Rings Hill.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary for carriageway resurfacing works. Should you require any further information for these works, the contact is Robert Seggie on 08458 247 800.

### (PLAXDALE GREEN ROAD, STANSTED) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS)

NOTICE is hereby given that because works NOTICE is nereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an Order prohibiting the use by through traffic on Plaxdale Green Road from the junction of Labour in Vain Road for 180 metres northwards on or after Monday 21st February 2011 for a period of up to 19 days or until such works are completed.

The alternative route is via Labour In Vain Road, Tumblefield Road, Plaxdale Green Road. South East Water apologise for any inconvenience caused by these works, which are necessary to install new pipe work. Should you require any further information for these vorks, the contact is David Winterburn on 01634 276362.

# (SNODLAND ROAD, BIRLING) (PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2011 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

NOTICE is hereby given that because works are proposed to be carried out on or near a road the Kent County Council intends to make an the Kent County Council Intends to make an Order prohibiting the use by through traffic on Snodland Road, Birling from Langold House eastwards for 50 metres on or after Monday 21st February 2011 for a period of up to 1 week or until such works are completed.

The alternative route is via Stangate Road, Bull Road, Birling Road, Leybourne By-Pass, Castle Way, Malling Road, Hollow Lane.

Kent Highway Services apologise for any inconvenience caused by these works, which are necessary to replace a culvert to prevent flooding. Should you require any further information for these works, the contact is Sara Fletcher on 08458 247 800.

For further information, please contact Kent Highway Services, on 08458 247 800 (local rate) or visit www.kent.gov.uk/highways





# Orlando the ideal family trip

First **Drive** 

**MATTJOY** 

#### Chevrolet Orlando

YOU can't hide the fact that you will have to trade in that entertaining sports car or hot hatch of yours one day, for something a little more sensible.

Squeezing a child seat into the back of a Porsche 911 is deeply inconsiderate, though the thought of owning an MPV might give you sleepless nights.

But car manufacturers are perceptive in keeping up with our needs and wants, and Chevrolet has answered the above problem with the Orlando.

The rest of the Chevrolet range is a familiar sight in the UK now, and the quality of the product has been improving healthily with each new car. That bodes well for the Orlando (from £16,395), which not only has to cope with the quality of the opposition, but also the hard life that kids, dogs and life in general will throw at it.

It looks something of a cross between an SUV and a people carrier. The combination of big windows and an SUV-like height offers an excellent driving position.

Pushing buttons is no chore either, partly because the equipment level is good regardless of which model you choose but also because the cabin quality is the best yet to come from Chevrolet.

The design itself is smart, with a deliberate deep centre panel dividing the space between the two front seat occupants. Higher spec models have tasteful pianoblack trim and leather on the steering wheel, all of which help to push up the classy feel.

Of greater importance to a buyer in this segment however is space, and the Orlando is certainly not short of it.

Three rows of seats mean this is a sevenseater with ease, and even with the third row in place there is a respectable 89 litres of boot space on offer.

Drop to five seats and this goes up to a generous 727 litres, and a giant 1,487 with two rows folded.

Apart from space, equipment and good value the Orlando has other talents. For a start, the 2.0-litre diesel is exactly what you would expect from a good quality, modern unit. There is power easily accessible through much of the rev range, and the gearchange on the standard six-speed

But even more surprising than that is the way the Orlando responds to your inputs. The steering isn't mushy or vague, and the suspension being slightly firmer than you might expect means it won't loll around in corners either.

It has not become a hot hatch and it will still swallow bumps without upsetting everyone on board, but the fact that it will do as it is told rather than vaguely reinterpret your actions is a rare commodity in MPV-land.

It makes a difference, and difference is what this Orlando offers. There is a huge choice of seven-seaters out there for a range of budgets, but not every driver will be happy with a soulless box. Thankfully for those of you with a little more personality and a keen eye for a bargain, the Orlando



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Automatic in Tonic Blue. 17,500 miles. £5,995

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**08 57 Ford Ka 1.3 Zetec Climate** 3-door Hatchback in Ocean Blue. 26,500 miles. £5,49

**05 05 Vauxhall Astra 1.8 Club** 5-door Hatchback in Star Silver Metallic. 34,500 miles. £4,995

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#### 05 Plate. Skoda Octavia 2.0 TDI PD Ambiente 5-Dr Hatchback

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#### 06 Plate. Skoda Octavia 2.0 FSI Sport 5-Dr Hatchback

Finished in Diamond Silver Metallic, 27,500 miles. €6,995

#### 09 Plate. Skoda Fabia 2 1.2 HTP 12V (70 BHP) 5-Dr Estate

Finished in Grey Metallic with a Black Cloth interior, 10,700 miles. f8.995

#### 08 Plate. Skoda Fabia 2 1.6 16V (105 BHP) 5-Dr

Finished in Brilliant Silver Metallic with a Black Cloth interior, 27,250 miles. £8,795

#### 10 Plate. Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Grey Cloth interior, 9,500 miles. £6.995

\*Correct at time of going to press.

#### 07 Plate. Skoda Fabia 2 1.2 HTP 12V (70 BHP) 5-Dr Hatchback

Finished in Brilliant Silver Metallic, 22,500 miles. £6,995

#### 06 Plate. Skoda Octavia 2.0 FSI Sport 5-Dr Hatchback

Finished in Diamond Silver Metallic, 27,500 miles. £6,995

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Finished in Dynamic Blue with a Black Cloth interior, 13,200 miles £6,495

#### 57 Plate. Skoda Fabia 1.2 HTP Classic 5-Dr

Finished in Graphite Grey Metallic with a Black Cloth interior, 39,500 miles. £5,995

#### 53 Plate. Skoda Fabia 1.2 Comfort 5-Dr Hatchback Finished in Red Metallic with a Black Cloth interior, 49,488 miles.

#### 06 Plate. Skoda Fabia 1.4 16V Bohemia (75 HP) 5-Dr Estate

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#### **Other Makes**

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Finished in Imola Red, 31,500 miles. £12,995

#### 59 Plate. SEAT Leon 1.9 TDi S Emocion 5-Door Hatchback

Finished in Red Metallic with a Black Cloth interior, 11,300 miles. £11,995

#### 58 Plate. Fiat 500 1.3 MultiJet Sport 3-Dr Hatchback

Finished in Pasodoble Red with a Grey Velour - Leather interior, 27.100 miles, £9.795

#### 51 Plate. BMW 3 Series 2.5 325Ci 2-Dr Convertible Finished in Titanium Silver Metallic with a Grey Leather interior, 44,300 miles. £8,995

55 Plate. Peugeot 407 SW 2.0 HDi 136 SE (Luxury) Finished in Silver Metallic with a Black Leather interior, 44,500 miles, £7,995

04 Plate. Honda Civic 2.0 Type S 5-Dr Hatchback Finished in Nighthawk Black, 48,500 miles. €5,795

#### 56 Plate. Honda Jazz 1.4i-DSI SE 5-Door Hatchback

Finished in Ice Blue Metallic with a Black Cloth interior, 21,135. miles. £5,795

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is still applicable and will be shown on the customer invoice. Offers may be varied or withdrawn at anytime. Prices and specifications are accurate at time of print. Model shown varies from UK specification. Official fuel consumption in mpg (litres/100km) for the Skoda range: Urban 19.6 (14.4) – 68.9 (4.1), Extra Urban 36.2 (7.8) – 94.2 (3.0), Combined 27.7 (10.2) – 83.1 (3.4). CO2 emissions for the Skoda range 237

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10 10	CORSA 1.2 ENERGY3DR,	£7773	£747
	Silver Lightning, 2,045 miles	£8995	£875
1010	CORSA 1.3 CDTI ENERGY 3DR, Glacier White. 2.800 miles	£10995	£1039
1010	CORSA 1.2 ENERGY 5DR.	£10773	£1037
	Metro Blue, 2,925 miles	£9995	£949
10 10	CORSA 1.4 SE 5DR, Beach Green. 4.740 miles	£10995	£1049
1010	CORSA 1.2 ENERGY 3DR.	210773	21047
	Star Silver, Del miles	£9495	£899
10 10	CORSA 1.2 ENERGY 3DR, Metro Blue, Del miles	£9495	£899
1010	CORSA 1.2 ENERGY 3DR,	17473	1077
	Silver Lake, Del miles	£9495	£899
10 10	CORSA 1.2 ENERGY 3DR, White, 2.734 miles	£8995	£879
	RA SELECTION	WAS	NOW
1010	ASTRA 1.6 ACTIVE 5DR, Star Silver, 5,010 miles	£11495	£999
1010	ASTRA 1.8 SRI X PACK 3DR.	£11473	£777
	Black Sapphire, 3,490 miles	£13995	£1199
1010	ASTRA 2.0 CDTI SRI 5DR, Black Sapphire, 3,330 miles	£18995	£1799
1010	NEW ASTRA 1.7 CDTI SRI 5DR,	£10773	£1///
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10 10	ASTRA 1.6 EXCLUSIVE AUTO 5DR, Silver Lake, 1,100 miles	£14995	£1299
1010	NEW ASTRA 1.4 EXCLUSIVE 5DR,	£14773	£1277
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10 10	ASTRA 1.4 SPORT SPORTS HATCH 3DR, Power Red, 2,065 miles	£11995	£1099
1010	NEW ASTRA 1.6 EXCLUSIVE 5DR,	£11773	£1077
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ZAF	IRA SELECTION	WAS	NOW
1010	ZAFIRA 1.8 ENERGY 5DR,		
1010	Sovereign Silver, 1,570 miles ZAFIRA 1.8 ENERGY 5DR,	£13995	£1299
10 10	Black Sapphire, 4,325 miles	£13995	£1299
1010	ZAFIRA 1.6 LIFE A/C 5DR,		
1010	Ultra Blue, 4,690 miles ZAFIRA 1,7 CDTI ENERGY 5DR.	£12995	£1199
10 10	Star Silver, 2,390 miles	£14995	£1469
INSI	GNIA SELECTION	WAS	NOW
1010	INSIGNIA 2.0 CDTI EXCLUSIVE 5DR.	1175	NON
10 10	Star Silver, 6,395 miles	£15495	£1499
1010	INSIGNIA 2.0 CDTI EXCLUSIVE 5DR,		
	Black Sapphire, 10,180 miles	£14995	£1447
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1010	COMBO 1.3 CDTI 5DR,		
1010	White, 17,005 miles COMBO VAN 1.2 5DR.	£7995+VAT	£7495+VA
10 10	Galcier White, Del miles	£8995+VAT	£8495+VA
1010	NEW MOVANO 2.3 5DR,	C4700F 1/4T	C4/00F 1/4
1010	Halo Silver, Del Miles VIVARO LWB 2.0 5DR,	£17995+VAT	£16995+VA
	Glacier White, 7,350 miles	£11995+VAT	£11495+VA
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# price cut to carry

VOLKSWAGEN will energise the surpermini sector for the next two months with top offers on its award-wnning Polo, to follow up on a successful 2010.

Until March 31, all versions of the 2010 European Car of the Year – apart from GTI hot hatch and BlueMotion eco warrior models – are available to private buyers with £500 off – starting with the entry-level Polo S 1.2-litre three-door at £9,495.

It also means that PCP (persona It also means that PCP (personal contract purchase) deals with Volkswagen Finance start at just £99 per month, including up to three years' free servicing.

The latest and fifth generation Polo was launched in October 2009 and has also been voted World Car of the Year 2010.

The car's growing reputation helped the Polo to its best-selling year in the UK since 2003.

## **Cut-price high-spec new Lancer**

**Compiled by Steve Loader** 

MITSUBISHI has launched a new high-value special edition Lancer model, the petrol-engine 1.5 Juro (£14.749).

Based on the current midrange Lancer 1.5 GS2, it gains black leather upholstery and a Kenwood integrated sat nav system, which includes a reversing camera as standard.

It also brings Bluetooth connectivity, i-Pod connection, 16-inch



alloys, climate control, leather steering wheel with audio controls, electric windows, powered and heated

door mirrors, and metallic paint with colour-keyed rear spoiler.

On the safety front it also comes with front, side, curtain and knee airbags and a Euro NCAP five-star safety rating.

# Extending the eco range at Vauxhall

VAUXHALL has announced a 'first' by offering eco models across its entire five-strong van range.

Carrying the brand's Ecoflex label, the line-up now includes two new Luton-built Vivaro Ecoflex panel van 2.0-litre diesels, at 90PS (88bhp) and 115PS (113bhp) both with low CO2 outputs for their sector of just 185g/km, despite having payloads of up to 1,254kg.

The duo complement the recently-launched Corsavan Ecoflex 1.3CDTi Start/Stop which emits a miserly 105g/km CO2

At the other extreme in bulk and offering bestin-class CO2 output of 202g/km, is the 3.3 tonne Movano Ecoflex, while Astravan and Combo Ecoflex models complete the Vauxhall range.

Vauxhall Commercial Vehicles' brand manager Steve Bryant said: "Green credentials are becoming a higher priority for customers looking to reduce the carbon footprint of their vehicles.



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Official Government Environment Data. Fuel consumption figures mpg (litres/100km) and CO2 emissions. (g/km). Avea 1.4 LT 5dr: Urban - 35.8 (7.9), Extra-urban - 60.1 (4.7), Combined - 47.9 (5.9), CO2 emissions. 140g/km. Captiva 2.0 VCDi LT 5-seat: Urban - 31.4 (9.0), Extra-urban - 45.5 (6.2), Combined - 39.2 (7.2). CD2 emissions (97g/km. Cruze 1.6 S 4dr. Urban - 31.4 (9.0), Extra-urban - 51.4 (5.5), Combined - 41.5 (6.8). CD2 emissions 199g/km. Spark 1,2 LT 5dr: Urban - 42.8 (6.6), Extra-urban - 67.3 (4.2), Combined - 55.4 (5.1), CO2 emissions 119g/km,

# Canterbury dealer planning three-pronged brand attack

# **STEVELOADER**

LONG-established Canterbury Mazda has shaken up its partner brand line-up.

The site in Broad Oak Road is to relinquish the Hyundai brand in September – the Motorline group is tipped to take it on – but has already set-up two new marques in its place.

already set-up two new marques in its place.

They are premium all-wheel drive brand Subaru and rugged Isuzu, which deals exclusively in pick-up trucks.

Along with Mazda they will create an all-Japanese brand array for the Canterbury firm, which is a standalone car dealership within the John Parker and Son steel group, owner of the huge site behind the car showrooms.

#### Complement

Canterbury Mazda dealer principal Kevin Ferrell was delighted with the acquisitions, selling a Subaru even before he had a chance to put up the new signs:

"The two brands complement the models in our long-running Mazda franchise," he told Driving.

"But they are also a good fit in other ways: the demographics for the Canterbury and rural east Kent area are right for the 4x4 dependability of the Subaru line-up, especially the rugged Outback and Forester models – some of the





RUGGED DUO: (I-r) The Suburu Outback and Isuzu Rodeo form part of the new all-Japanese portfolio at Canterbury Mazda

farmers around here will have fond memories of the little pick-up trucks that made the brand popular in the UK in the 80s.

"The CT post code area contains a lot of families who enjoy a rural lifestyle and country pursuits, go to horseshows and so on. The Subaru range still contains the racy 300bhp Impreza WRX, but it looks more discreet these days and is aimed at a more discerning performance driver, but we see our main market as rural buyers.

"The timing is good too with the impressive new diesel engine now available for those who are wedded to that fuel."

He added that Isuzu was also welcome and would be popular with local farmers looking for a workhorse, but he also expected the dealership's association with the ParkerSteel operation to pay dividends:

"Our parent company has a massive reach, not just in Kent; it has a database of 30,000 customers and many will be in the construction sector and looking for a tough 4x4 site vehicle."

Sales for both brands are already under way and work will start soon on a £50,000 refurbishment and signage.

Both new brands share the same Midlandbased distributor, which should be pleased with the Subaru development particularly.

Just six years ago, Subaru's ÜK import base was re-located to a 28-acre purpose-built facility at Neats Court near the Port of Sheerness on Sheppey, after outgrowing its previous site in Gloucestershire.

The move coincided with rapid growth for the brand, which then suffered a setback as consumers starting switching more and more to diesels in the all-wheel drive premium sector.

Compounding the problem was Subaru's decision to remain loyal to the distinctive horizontally-opposed cylinder or Boxer engine layout that gives its cars good handling and perforance and underpins the marque's 'Uncommon' marketing pitch.

So, rather than buying in a diesel – though this would have entailed some re-working of its models – it opted to take time to develop a unique Boxer diesel engine, now driving a resurgence of interest in the brand.

With Canterbury Mazda adding it to its portfolio, Subaru now has a well-placed distributor for the whole of the east of the county — former franchise holder KAP at Folkestone having decided to concentrate on servicing and parts.

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6-speed manual 5-door SUV



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DIRECTOR REMAILET GRANG MODUS CHIMMIQUE HIT DON NATCH ACTOL OTTOWORK BLUE: 1500 minn.	BUH:
PHIS HIS MAJERIAL, TORICA DE DOR HATTONIARTE, DLACE, DIVO RIGIO. PUNDO REMAJEZ RECON DARRE STUMBEDE PTT DOR HATTSH JUTO, BLUERROM BILLER, SDF RIGIO.	-19,946 -0,945
DTM TO NAZIONAL DORGA EXCLUSIV NO SER HATCH AUTO, SIDUZ, 4600 mins.	49,786
DIRECTOR SHAPE BUT BUT THAT HAT ON HAT ON BUTCH, BUTCH, BAD ANNOUNCED.	25,056
MINORE RACINALI, MOCU CRINCH TOR PAYCH AUTO, BURY, 1909 HIRE NISSES WIRSAN HOTE VISA BUY AUTO, CREY, 1909 HIRE:	11,166
DISTRICTOR PARTICIPATO PETINODE DIRECCIO SEA BARTIN ALTO, BLUE, MA HIMA	18,719
PRETON MISSAN PROC NETTER SOR NATION AUTO, ACCIMINATED RIS HER, SITE orbins.	-07,000
DISTRICT OF MINISTER SAT ARREST SER PARCE ANTO, SUBS. 1981 (1981).  SERVICE STRUCK STRUCK SER SAT SER SAT CO. ALLES SER SAT S. ALLES SER SER SAT S. ALLES SER S	TY,666 TRUM
CONVERTIBLES CABRIOLETS	-
COUNTY NEWS COMPANIES THE CLOCK NAMED OF PARTIES AND TAKEN TO PROPERTY AND MAKES. THE WARLAND	TILOS
MICEO STREAM THEOLOGY STREETS WITTING COMMITTEE STATE OWN, 11000 WHEE	10,100
NUTSET PRESENCE 30" IS COURSE CARROLLET COURSE ARTO, MLACK, 1890 Holes	-11,086
DELIMI, RESULAL SESSARE PROVILES NYT 11) COMMETTELS AUTO, MUR. 1600 miles HEYST   MINIA MISSA ACENTA CC COMMETTELS AUTO, DUBY, DIRE MINI	- DJ86 17,66
DROVEN REMAINS MESANE ENGINEERING WITTO CONNECTIONS WITCOME STORE STORE AND MUSE STORE OFFI	17,100
TOURS REMAILS MEANNE ESTIMATED BY DURYS CHEMICAES COMERTICAL ARXIV, BLIRL, MISTER HOW.	-0.96
PIESTA	
Dispose Prints Prints of Thursday (SEP exist) of Bullet, \$500 relies	11/20
RECEIT FORD FIRSTS SHIS 101-SIA 1870S ANTS, ALLERHOUS SENTE, 1000 HISS SECURI FORD FIRSTS STYLE CLIMATE NEW RESIDENCES ANTS, MAJORIFORM, EVENUET SHIS HISS	19,000
MICES FOR FREIA ECIC CLIMEN, OF SHE METS OF IL. TORC DOC. SHE WAS YET SAY WAS THE YES THE WAS THE WAS	0.791
FOCUS HATCH & BALDON	
THE PERSON NAMED AND ADDRESS OF THE PERSON NAMED AND ADDRESS O	810,000
BROOM PORD POCKS SETTER NOR AUTON BUTC. BUILD SOOK HIGH	THOSE.
INICIDA PORO POCRE STRUC SER HAFICH ALFO, PERL 3000 HIGH. INICIDA POCRE EXTRU SER HAFISH ALFO, EREZIN, 4600 (HIN).	_15,760 _15,766
BBSST FORD FOCKS STILE IBR ANTCH ARTO, SLIEL 7008 9844	47,705
RETST) FORD FOCKS (ETSE CLEARITE 10) SSR NATEN 4(III), 6(,0) BURNING BOVER, 1998 minus MISSS) FORD FOCKS (INA 16) SIR HATCH AUTO, 6(6), 21490 minus	_15,065 _15,065
SETST FORD POCKS (\$752 CLARKT) AN 30K AATSH AATS, BUE, \$1000 winn. SEGS) FORD HOCKS (\$755 NOR SATCH AATS, MO, 1000 winn.	_45366
BRIGGS FORG FOCAS LESSE SOR NATION JUTE, MICK, 10000 (HOR).  BRIGGS FORG FOCAS LESSE NACION JUTE, MAJARISEN BUYER, \$6000 HIBS.	_DOM
FOCUS ESTATES	
MINITERIOR POCES DIVINE METER METER, CROST, CROSS ANIMA	12,410
Transfer of the same	
THE STATE OF THE S	710,000
SICYCTI REBAILE GRAND SCENIC SYNAMOSE INT I IS TETT MAY ALTO, BLUE, BOX 1000	18,100
SICYCT) REMAIN,7 GYANG INCIDING PROVILEGE WYT DIE TETR WAY WINTO, BUIE, 1900 wien.	19,769
DECENT, REBAULT SCHOOL PRINKLING WIT 117 MITS 400 AUTO, SEE, 1000 Mits. DECENT, REBAULT SCHOOL PRINKLING WIT 117 MITS AUTO, GREY, 10000 Mits.	_17,168 _17,948
SECTOT PERMADIT ROTRIC PROVIDED AVET THE METER METER ARTO, GREEK PRINT MARKET	-07,990
DOCTOT) PREADLY SIZENC PRINCIPLES VYT. TTT MITT NETS ART JETTS. JL. JAHRANIA RIL NIR. 2000 + DOCET) REBAULT SIZENC PYSANIQUE VYT. TTT SIZEN REPLACES, NUSE, 1900 MAN.	T,160 TL/65
DRIEDO FERNALIZ SCENC DENNEQUE VYY 111 SIER NEV AUTO, NORMANN SLIDER, 1989 SHIP	- 0.98
HIGH RIMET HORE STREET, WHE MIT NEXT THE LAW.	- BUR
HENAULT	
HEYSTY REMAIL! WESAME WHYLSER MYT 136 CONVERTMES AUTO, GIBLR, 1000 miles	TYNNS.
PHEY TO RESAULT AMONDO ELPRESSION TO MAY WITCO BLUE, 1800 WHILE.  PHEY TO RESAULT WHARE MODULE SYMMARCHE INT SON WATCH MUTTO, OFTENSION BLUE, 1400 HORS.	19,966
PRINCE REMAIN, THEORY ERIGING THE MAKEGINE FIRT TOWN MATTER WITTO, WILLIAMS IN MITCHES, \$50 miles	. 0.06
MINION REMAILT MESAGE ENGLIDOS INV THE COMMETTING MITS, STEY, 11000 mine. MINION REMAILT MESAGE PROVINCE MY THE COMMETTING AUTO, MILE, 11000 mine.	- 55,000
DOGGE RENAULT GRADO ROSSOC SYNDAFODE NYT (SE POTE MAY ALTEL BREEK, MICH.	_8046
MILEGOL PERADUT RESIAND PROGRESSION FOR STYL COMMUNICAL BUTTL BUILD, \$1000 miles.	_ ET,899
SSIĘDO, REBAGLT RESAME ETMININGRIE WYT COUPS CHRYSOLET COMHERTISLE AUTO, BLIES, MISOE (HISS	48,000
HIGGS REBAILT LEGION SCHRESSING SPORT FOURER FOR EXEMPE MAYE, MICH. 600 HIGGS HITST REBAILT WESAME PROVIDED MYTHIN SOURCE MOTO, MUNIMOW BOXER, 1000 HIGGS	_836 -836
100005 REBAILT KINGGO EXPERISION ON MPY AUTO, GACY, 10000 miles.	-000
MCVCT) REMAILT GLIO EXPRESSIONI WE SOR MATER AUTO, BLIE, 10000 MINE.	-15366
INDIAN PERMIT MEDICA PRIVATOR MY SER NATION AUTO, CREEK, 10000 mines MEDICA REBARCO NAMESIO (COMESSION) MY MY AUTO, CREEK, 10000 mines	13,000
CHEVROLET	100
DENING CHEVROLET LAXETTI EX IDM HATCH ALTTE, BLACK, ROSE when	.0.00
SINJAN CHEVACULET, ACETTI EX RETATE ARTS, GLACK, ROSP HOME.	-006
MUDRI, DREYNOLET AREO L'ESSE RATTH MUSS, ALARMINNE SILVER, 100 (104) MISONI CREVROLET LACETTI EX ESTLES ALEMANINE BLASS, 2001 (104)	HUM.
RESERVE CREVECULET MATEL SE IDR HATCH ANTE, ALARMINA BLARR, THE WINA	-15366
DRINGOS CHRYMOLET KALON DE DOB HEFTEN BLEFTE, BLUE, BOOF WINE.	- FE300
SIGNATI CHEVROLET KALOE DE SER HETCH AUTO, MLAR, 1800 Heber SIGNAT CHEVROLET LACITTI ET DE HATCH AUTO, ALIANAMEN VALHER, 1800 Heber	- DUN
NET/ET CHRYSOLET ALTO BE NOT HETCH JUTO, BLUE THIS HOSE	-1016
RESULT CHEVROLET HAZITE DE RON HATCH SATO, ALDRIGUN BLUTE, ROSS minu. DETRET CHEVROLET HAZITE DE RON HATCH SATO, BAJE, 19000 minu.	- FOM
REPORT CHROSCLET MATER SEE SOT MATCH MATE, SAME, 1900S wine	-000
HYUNDAI	
ESTATEMENT OF COMPONE SIN MATCH SUPE SPIRE SIX MAN.	119,000
MET NOT HAT THE REAL TO COMPLETE OF THE STATE OF THE STAT	_TJ,00
SSI SSI MYSHIBA SETZ OSI SSI HEZION BATON BILDE. 1900 HARA	- 8099
DEGIO) MYDRIA MATRIE CEI REN AUTO, ELIMANIAI SEURE, TURRI HAN, SETETT INTERIA MATRIE CEI SALICOS ANTO, BLACE, 11007 MING.	15,709
SECULE HYDROGA INCIDENT APLANTIC LIMPTED REPROVE SIZE BAPTER AUTO, BLACK, MIRE HIGH	49,360
SECRET REFERENCE CETT THE SING NATION AND SCHOOL WHIST SHEET	-85345
DRIGOS INVENDAL AMICA CRIX SON VACOR ANTO, GREY, DIRE INVENDA. PRODES INVENDAL AMICA CRIX SOR SATION ARTO, GREY, DARRE INVENDA.	_65,000 _65,000
HEROSE HYSINDAI WINCH CENTED FINCH, ARTO, BLUE, 1986 WHAT.	-15,106

- Automat	
March Control of the State of t	100
DIRECTO DIA CETTO DEI GEN PARTON AUTO, BLAST, DIRECTORIO CONTACO DIA RECCES DEP ANTON AUTO, BUILD, 1000 mino	15.616
DAINATSU	
200600 EMBATSO SINGS OF SIGNATON METS, MUST, 1909 1909	THE
200000 SHIRATSU SITKIN DE SON HATCH AUTS, BUILD SHIP HING. DUTSTY CARACISU SITKIN DE SON HATCH AUTS, ALLBRISUM SEATER SUTT HING.	\$1,695 \$1,466
DOUTET DEBATTED SERVICE SET NOT HERTON SAFTS, NEWSON, TROOD HIGH	10,000
DOCIETY CARRATTAL SERVICE HEY SITT HATCH ARTO, ALMIROSAM SELECT, SIGNIFICAN	11111
COMMITTED AND ADDRESS AND DO TO TO BALLOW AND ADDRESS	(1000
DOMENT MANY I SERBEL DIES ES NOR-MATEN, BLACK, 2000 MINN	45,000
FLAT	10.000
2019) TO HAT MUTTO DYE STRABEL DOBLIDGE SEN BATCH BUTC, BUILL 500 wind. 2007/09. PLAT TAIGS BUSDABAS IGN NATCH BUTCH BUTCH SILE.	11111
FLISION	No.
STORYO FORD PURCE TYLENDE SOF REFOR GUPO, MLACK, INDI miles	273.946 #2.946
2010(10) PORD PURCE 20160 SSR NATION 2010; BLAR, 1985 Holes 2000(80) PORD PURCE FRISION - 608 HATTIN AUT II, BLACK, 19809 Heles	- ICHH
JOSEPH PORO PURGO JUNES CLAMPS SET MUTCH SUTT, SHEET, 1600 MAN. JOSEPH PORO PURGO JUNES CLAMPS SET MUTCH AUTO, SHEER, 4000 mines.	17.695
CITROSH	
CONTROL CHRODIC CE SIX YOF TOR HATCH 48TO, GARLO BCD, 10000 Holes.	
CORSA	
2010/20 NAVIDIGA CORRA SE SER HITCH ARTS, SCAT, 1909 miles	41744
2010/10 HAUSSALL COREA EXCLUSIVIAC SIX MATCH ARTO, SOUR 6000 miles. 2010/10 HAUSSALL COREA DE SIX HUTCH ARTO, SLACK, 6000 miles.	E104
DODRESS MADERIAL CORNA CLUB AC THE SUR MATCH EVED, MUR, 750 miles.	
2009(4) AASD-GLL COREA DEBICE THE ROW HETCH BUTS, BLACK, T1000 HERO, 2009(4) AARDHILL COREA DEBICE THE DISK WITCH BUTS, BLACK, 19000 HERO	1016
200000 NAMINEL COREA CLID SC. WY SOR ANTER WITD, N. FIN SLIGE, WITE WAS LOOK WAS LOO	1000
SODDING MAJORINAL COMMA CLOSS SC WY SOM MATTER WATER MLACE, 1995 WHEN	10,119
MONTH HAMING, COREA (LIST NC NR 198 NATCH AVED, BUILD, 900 miles.  MONTH HAMING, COREA DESIGN HAT TOR WITCH AVED, SCILL SHIM miles.	55.465 (7.465
DOMESTIC MATERIAL CORNA CLUB AC THE DIR MATCH ROTTO RIGHWI, 2008 GIVE	10179
THEOREM CONTRACTOR ASSESSMENT OF THE PARTY AND THE STATE AND THE	11111
TOTAL MAZAL I S MARIN SPY SUTS RULL AND MOR.	41199
TORRISH MATERATY TAKENIA TOR HATTER BUTTO WERE WIRE WIRE	31,116
SOST (ST.) MAZDAL 3 27 TE HAR HATTON ARTO, LIMITY, SIGNI HISTORY (1984) SEAZDAL 5 & TS 1991 HATTON ARTO, GARLY, P. 1995 HARM	17,915
SONTYLEY MACON I I CHAPILLY NOR HARCON MOTE, ALLERWING BLYCK, 10000 WING	
conject matters as the entry acres, trust, tree when	
SHOWN SUCCES CRAND WHATA FEC ISTATE KEYS, GREY, GREY, GREENING.	
308(8) BODE BIND YORK SELECTS KITCH AUD. 1000 min.	311996
1000(H) BUDING BRIFT CLS SSR METCH AUTO, BUIE, 407 miles. 5000(H) BUDING SWIFT CLS SSR METCH AUTO, BUIE, 5000 miles.	T194
TOYOTA	1000
DUESTS TOPOTO PRICE TOPOTO TOTALISM RAPEA, BUDROUND SERVER, SIDE HOH.	11144
SOCYST, TOPOTA ASING TARRIET WITLENS IDRIVATION AUTO, BLUET, BERT, BRIDG WING. DOCNETT, TOPOTA COROLLA TO WITLESS NATION AUTO, BLUESSAN BLUET, BRIDG WING. 2007S11 TOPOTA ASING TO WITLESS NATION AUTO, BLUESSAN BLUET, TODO MINE.	15345
20019011 TO/FOFE ASRIS TO WIFE MR 2011 HAFTON AUTO, ALUMINOUS DILYES, 17000 MINE. 2006909, TOPEDY VARIE TO WYFE SER METCH ASTE, CENETING BLUES, 14000 MINE.	10.00
DOMESTIC TOPICES COROLLA TO HITCH SIZE HAPRIN AUTO, SIGNI BUJE, CROSS within	17,005
200305 TOPOTA NAME RENDO T SPIRIT WITH BRY AUTO CHARRAGAE, 2009 miles. 200305 TOPOTA NAME 1 SPIRIT WITH 50R MATCH MATE, BLADE, 500 miles.	U+16
TORREST TOPOTE VAME TRADE TO SPIRET WITH JAPP JUSTO, ALL MANDOW RELIEF, THIS HOLE.	17.69
2000016 TOYOTA VARIE I BINNT WITH NOR HAPCH WITE, BLAZE, 1900 HOM.	1574
STOPPER TO FOTO YAMES TO VYT I WELD HE HATCH ANTOL ALAMHERIN SELVEN, \$1000 HIDE.	1016
200(pp) FOYOTS TAKES T BENET THE SON MATCH BUTTE, SUDMINUM SICKER, THE WINS. 200(pp) TOYOTS TAKES T BENET WILL SON MATCH BUTTE, DEVELO, SILVER, 8000 prins.	10,016
SOMEON, TOYOTA NAME VERSE TO NYT, ANY ACTO, CHOMPACKE, 2009 AGES.	1646
200904: TOYOTE SAIRS I SPIRIT WITH SON MATCH BUTS, STYSTIE, SLIVEX, 6000 minu. 200904: TOYOTE SAIRS I SPIRIT WITH SON MATCH, BLAIR, 20090 priles.	15,96
HISSAM	
STATES MARKA GASINGAS N-TEX COR INSTITUTION, BLACK, 2016 wifer.	21005
2000/00 MIGNAS CASHIGAS TOTAL SOF AATCH AUTO, ALLAMBUM SILVER, 2005 HING. 2010/10: MIGNAS CASHIGAS ECRIPIA SOR PAITCE ADVIC, ALLAMBUM SILVER, ADDI HING.	277.000
TORRORS WASAN CANADA ACTIVIA BUT HATCH, BLACK, BOD wine	215369
DOUGH MISSAY OATHOG ACTIVE SIGNAPOR CAPPEATTE, WHILE HER ACTIVE SIGNAPOR WHILE WAS ACTIVE SOFT. WHITE, WITH MISSAY	91099
200000 MIRAN HOTE VAIR MY AUTO, GAT'S 1920 miles	1000
2000/19/ HUBBAN MICHA ZCHITY KIR HICTOR BETTE HEACK, 2000 HOME. 2000/19/ HABBAN MICHA WIZEITA KIR WITTER HITTE, 1880, 7888 HOME.	1549
200001 NISSAS HETE ACENTA BOY AUTO, EMOTION NO. 14001 HISA. 2007117 NISSAS MICHA HICKIES OF EDWANTELS ANTO, \$100, 1000 MINS.	T196
SCHOOL RESIDENCE WHEE SON AATON AUTO, ALIBRARIAN SCHOOL 100 villes	3044
DOCULE MORNA MICEA SCRITTA FOR MATCH SATTS SLAW, 1900C-miles 2000/EEL MORNA MICEA SPIRETA SER NATION AUTO, MEE, 15000 miles	1534
3001311 REBAS IRLBA SPIRIN DE MATORAJEO, RES, 1100 WAS	
200000 HORBAS ALEKEA SHARTA KON HATCH AUTO, BLUE, 11000 miles 200000; BORBAS ALEKER S (ON HATCH AUTO, BLUE, 11000 miles	11.00
2004000 KRISAN IACINA K SOF SATTIN ACTO, ARUSEA SCIPE, 10000 miles.	11,418
INVESTIGATION OF THE STREET, SINCE AND ADDRESS OF THE STREET, SINC	/1196
ASTRIANIA CON DE MATERIA DE LA COMPANIO DEL COMPANIO DEL COMPANIO DE LA COMPANIO DEL COMPANIO DE LA COMPANIO DEL COMPANIO DE LA COMPANIO DEL COMPANIO DEL COMPANIO DEL COMPANIO DEL COMPANION DEL	812366
JETSTYLE MARRIALL ARTHA DIQUIRY SER BATCH AUTO: BLADK, SRM WINK.	20116
201020F MARRIADA ANTON CORROR FOR COLUMN RATCH ASTO, ASSESSMENT SEATING, TIEST MARRIADA 201020F MARRIADA ASTON CORROR FOR COLUMN RATCH ASTON COLUMN RATCH ASTON	0.00
DODINGS HAVERHALL ARTTA LIFE AC SOR HATCH AGTS, GREEN, 2000 HOM.	1000
SODDES NAVIEWAL, ASTRA LUTE AC 19Y EA SON INSTOR METS, BLACK, 1990 mins. SODTISTI NAVIEWALL ASTRA DISDRING THE SHI SHI HATCH AUTO, BLACK, 19900 mins.	- STANS
STOCKET, RANDONIA, ARTMA DEBIGE THE EN SIGN HATCH ARTH, SURGUSINE, \$1000 miles.	M/88 20386
200000 NAMINAL ASTRA LIFE AC 101 EN SOS NATOR MOTO, BLISE, 17000 Hilbs. 200000 NAMINAL ASTRA LIFE AC 101 EN 24 200 NATOR MITS, MISSESSIFE, 14000 HILL.	1646
JOST FO MATERIAL SATISFANCE BC 107 EN 409 HATCH SATE BASE, COST HOME.	1019

Cilibre Speciali	-
ASTRA ESTATES	_
TOTAL PROPERLY AND A LIFE OF THE SECRET WITH MATERIAL SECTION SHAPE. SHAPE WHEN	31,991
SCHOOL RECEIVALL ASTER LIFE NO HIS ESTATE WITH, MINER, 14000 MINE.	95,945
STORY MANDALL ARMA DEBUG THE STORY WITH MATE PRINCACOTA, 1990 HOW.  JOSEPH RAJERAL, ARMA LIPS OF THE STORY BUTO, MUNICIPAL STORY HOW.	11.00
DOLOGY, HANDALL ARMA DESIGN HIS SETTED MUTS, MAIN, 19000 Holes	10.00
DOMESTIC VALUE ALS ANTHA DESIGN NO RETURN SLEED, MARKETTA, MARK WHAT	
SOMESSE MANUFALL ANDRA LIFE SC HIS EXTATE AUTO, BLACK, TIME INNEL	
ZAFIRA MERIVA A AGILA	
2000/00 FACTORAL SAPINA DISCLORY COST TO MIPS ANTO, URBER, TOST HISMAN 2000/00 FACTORAL METINA DESIGN SAY MEY ANTO, OLDE, THE HISMAN	\$11,600
SCHOOL HALKSALL JAPPAN SERVIN BOYECT MYS ANTIG SLASS, SING ORDER	416.88
DOMESTIC RECEIRED SERVICE LAPE NAV MAY BUTCH BUTMANNING STUTER, 12000 HOH-	30,000
2006/00 VAUNALL ZARIGA LIFE INT BITY KUTO, PANNADOTTA, 4001 mine	21,99
2004(IN), NAVOHALL ASKIA DERIOGI 1821 HATCH 6470, SUISE, 2000 HOME. 2007(21) MAJORALL SATINA LIFE 1811 SPP ALIFO, CHARPOLINE, 4000 HOME.	11.00
SOFFEET, WANESALE ZARDIA LIFE 18Y MIN WITH, TANGGROUSE, 10000 miles	4589
DOLLICE ANY OWNER THE REAL WASHINGTON OF THE ANY WITHOUT THE WASHINGTON OF THE ANY WITHOUT THE ANY WITH THE ANY WIT	ctas
SOUTHER MAJORALA SAFON LIFE HIS WITH WITH, BUILL, BOOK WANTED	E.49
2007(ET) NALISHALL MERITA LIPE 107 MPV MCTD, BLUE, 18000 miles.	81.99
20MSER CHEVROLET WATCH SET SER HATCH ANTO, GASER, TORR SHINK	1599
2004-044, TACKSPALL ZAPITA LIPS 18Y 8174, ALLAMBIAN SILVEY, TSISS 1004	11.00
CHRYSLER	
2091(1) CHRYSLES OF CHURCH LINE'S SON WITH BUTS, ALUMINA SUVER, 12000 WHILE	
PENGEOT	
2010/98) PRIVESOT 200 IS NOT HAPON AUTO, AAPIN MUTE, TSO HINN	
2010/16 ROUGEST DIE SISSE SONGE AUTO, ALUMENSIE SEUGH, SEIT MARL	15.99
2001/01/ PEOLEST INF 6-DOUBLE CARROLLET COMPE AUTO, ALLARMONA SELVER, BRIS MINN	100
SCHOOL POUGEST for the SE ESTATE ANTO, ALLOWWING GENCE, WHILE WRITE.	91,995
2007(31) PEGBEST (SIT SPEAK SEAK SEATON AUTO, BLUE, 3000 miles.	17,88
200408) PRINSET SET S 161 ESP MATCH SCTS, BLOS, BOST HISA. 2014076; MILISEET OF LIBRAR SEP MATCH AUTO, BLOS, 1900 WINN	11.66
2017(91) HOUSETT OF 6 IGN HATCH, BLACK, 1000 wide.	10.00
SOM (ET) PROSERT SER LODGE SOM BAFFSH BL/FG, GHEY, SHAR WHAN	3,91
SOTION ROUGET OF 6 DECEMPOR AUTO, NEEL THE MORE	8549
2007/27 PRIVISIOT OF VIRGIN SPROME SON BATCH AUTO, BLUE, BOX WHITE	
MITSUBISHI	11.00
DOTES MEDICAL LAKER BURNER HERVE MED GREEN SAME SAME.	11.00
MONDA	100
2007(ET) HONDA CAU I OTEC DE CUE AUTOR (UTO NAC (MENT, 2000) ANNO 2007(ET) HONDA CAU I AVEC CE CUE METER MOTO ANA (MEX, 1000) HONDA	211,000
SCHOOL HORSE DAY LIVED BY STATE BUTCHE SIZE, 2008 July	611.00
STORYGOT MORBA (MAZ BIS SC SES HAC'ON AUTO, BLACK, MISS SANA.	410,00
200400 KONDA JACZ SELSK SER RAFON AUTO, REK. 1000 HIBM	
SORPHIT HONGS JACK DIS DE SER HAPON HUTO, SLACK, BOS HING. SORPHIT HONGS JACK DIS DE SER HAPON HUTO, PER, SOOS HING.	01.00
STANDED WORDS JAZZ DALDZ SER HAFON BLIEF, 19000 miles	91.45
200000 ROBBE JACK EN NE HAFTS ALTO, BLUE, 2000 ANN.	
DOORSE HORSE DWG SE EXECUTIVE SET HATCH ANTO, ALUMINIAN SEJES, MICH HOME.	
MERGEDES	
PORTO: MERCETER MINE CLA CLASS COMMERCIA MUNITARIO CONVETTO AUTO, BLACA, TO SORNO! MERCEDES-MENE C CLASS CHOM MYNETGMEN DE SALICONALTO, CUMANTE BLACA, TO	
ACCOUNT MERCADONING A CLASS ACTS AVAILABLE BY 1618 HE'CH ACTS ACTS, TAKE, 16080 W	
TORRORD MERCEDIES REDIC A CLASSE AT AL ASSETTANCE BE 104 HATCH, BLDD. THESE ATAK	271.00
2001/00 MERCEORGADIC A CLASS AFOI CLASSIC DE 1995 TOR HAFON WITC. BLACK, GRIF HI	
2001 (E) MERCEDERINDE A CLAME AL IN CLAME. NE DIR MATCH AUTO, BUIL, MOD HON- TONI (E) MERCEDERINDE A DIAGO AS OF CLASSIC IN SIGN ANTICI AUTO, MURRIAN SCHOOL.	FOR 1004 10,000
DOFFINE MERCONOMINE A DUANT IN CLASSIC OF NOT NATIONALTO, CHEY, 10500 miles	11.00
VOLKSWADEN	100
2010(10) POLESWADER FOLD SE 1000 EDF HEIGH SEFE, BLACK, 2008 HOM.	211,99
STORYETY MOLEOWINGEN WOLF WATCH FOR THE SON MATTER WATCH, MCACK, 17900 10044	(1),96
2004 DELENGATE SEA DE SIA META AUTO, SPET, MAS MAN	- 1.0
SOFFET, HOLEDWICEN JETTS & TO TO SALDON WITH, ALLERMAN SILTER, TORST HITEL. SOFFET, HOLEDWICEN SOLF & SOR HETCH MITS, ORDY, 17800 HITEL.	10.00 10.00
SCOTOTO VOLEDNAMEN GOLF & SOR HETCH ARTS, BLACK, 10000 HOW.	11.00
3041915 FOLKSWINGEN POLES (KORIN) SIGN HATCH AUTO, WURRHAM SILVER, 1488 HINK	0.00
SOSPER POLENHAUM POLE NATOR SOF AUTS, NURCH, 12000 wines SOSPET POLENHAUM POLE & SOR AUTS SCYO, BIRS, 12000 wine.	E.00
SOFTED HOLKSWAGEN HOLK S. 108HH SSH AATCH AUTO, BLACK, 1985 miles	27,00
STOTEST, HOLKENSHEN FOLE & JOR HATCH BUTC, MIRLES SILBER, 16883 HANK	
DOMEST, FOLKSWARD FOLK & DUR SEFER MITO, BLACK, LYRIS 1004.  DODGES, SOLKSWARDS SOLD SE-SUR-SEFER ACTO, BLACK, 1988 1004.	1,00
and the second s	- 1191
OLEGEPALITOMATICS	
2004CES ROBALLY CRASO SOCREC DISUMBILIES SICE FAR TURBO 46YO AUTO, BUILD, DOOR WINE. 2004CES HALVERALL JAMES DISDLOGY COTY TO 48YY ASTS, GREEN, 1506 History	211.00
MORRIS'S MANUAL CARS	PERSON
200000 JOSEM STORES DITE SECON RED 77000 print	0.00
SOFTET VALVAGE METRIA EMERCY CITETTS 46Y, BLADIC 24630 Holes	11,100
STOROGRE MY/NORE BATTER CLARGE RPV, BLACK, SHIT HIRE	
2004/04/ FOTERS NAME IT BITCH WITH DOR HATCH, ISLAND, STORY HATCH, INC. (2007) HATCH AND SALES STORY HATCH AND SALES SAL	11,41
2007201 HAT PAIDS SYNESS SIN NATUR. QUEL TO THE PAID SON THE DR. A. MARINDAY PAID SON THE PAID STATE OF THE PAID STATE O	31.00
2016/01 REMOUT THINGS PHINASORE 3011 HATCH, GRANGE, 2000 Miles	9,99
SCOTUTE HIS PROMETS AS NOT HATCH MADE, COST HARM.	11.00
DODGES PROBERT DIS CC. SELECT COUPE, ALLWESTAN SELVER, 70000 HOM. DODGES TORD FOODS GIVE SOR HATTER, ALLWESTAN SELVER, MICH.	0.00
SOSSIES, NAVIONAL AGUA BRUDY SEE TWENTOUT NEW, COLD, SKIRK wine	
2004/SAN PROVIDEDT 200 ME NOR HATCH, MOCHOFORIC BROVEN, \$6000 wiles.	11,09
2011 St + BROOM FASIA CLASSIC FOR WATTER, YELLOW, 14000 MINE	35.40

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Isuzu Rodeo 2.5 Denver Max Double Cab, non-metallic, non-maintained: 10,000 miles per annum, 3-year contract hire. Excess milage 7.7p per mile (plus VAT)



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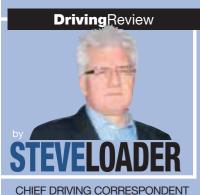




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**Kia** Sportage

CHANGE is a constant theme at Kia and in the motor market generally nowadays.

Five years ago, like many people, I might have said there is nothing more frustrating than something that looks like a four-wheel drive motor, but has just two wheels under

It conjures memories of that old fraud, the Matra Rancho of the 70s/80s – it should have been dubbed the Macho – created to capitalise on the buzz from the original Range Rover.

#### 'Funky chunky'

Recently though, carmakers have found success with economical front-wheel drive designs that have what I call the 'funky chunky' 4x4 look.

A convenient label like 'crossover' has helped too, making the Nissan Qashqai and Peugeot 3008 big sellers in particular.

And so we come to the Kia Sportage, launched with a fanfare last year in arresting full spec 4x4 glory, but now available in bigA Kia to buy not its value



selling front-wheel drive only versions too.

Not only does it exhibit how the market has changed, but also how Kia's image has been transformed in just a few years.

The Korean brand's previous two generations of Sportage were tough and worthy and offered tremendous value, the Mk II being offered latterly with the seven-year/100,000mile warranty now standard on all Kias.

But its replacement is a Kia you can buy because you simply like it, without even considering that warranty and keen pricing from

It is no coincidence that it is also the first

Kia penned completely by former Audi design guru and TT creator Peter Shreyer.

He joined Kia four years ago, but new cars aren't sketched and then made overnight so Shreyer's influence was diluted until the arrival of the Sportage, which could prove to be as pivotal - at least, for now - in changing Kia's image as was the first TT for Audi.

I refuse to label it a crossover though, because the selling pitch there is how such cars straddle the family hatchback, medium MPV and compact SUV/4x4 sectors; the new Sportage is bigger and more striking and lacks the seating/cabin versatility of

top crossovers like the Qashqai and the Skoda Yeti.

The rear seats, for instance, do not fold absolutely flat though the cargo space - with seats upright or flat - is good. It will also seat three across the back with good elbow, leg and headroom.

However, despite a big and tall body the Sportage feels nimble and well-sorted and can be pushed hard with just a bit of wallow on bends.

But if you think you need the big 2.0-litre petrol (161bhp) and diesel (134bhp) engines to wring the best out of it, think again.

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2004/54

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# Sales & Finance



2006/56 **PLATE PEUGEOT 407 DIESEL** 1.6HDI SE 4 DOOR

in ice blue metallic with contrasting dark grey interior, cruise control, electric windows, air conditioning, remote control central locking, CD in car entertainment system, alloy wheels, mutil air bag protection system, electric folding adjustable door mirrors, height adjustable forth seats, stud wipers, auto headlights, factory fitted smart nav, orboard trip computer, front fog lights, this car is one owner from new with a full service history, offers great fuel economy and good value for money \$25,995



2006/06 VAUXHALL ASTRA 1.6 CLUB. 5 DOOR HATCHBACK

n panacotter silver metallic with contrasting dark grey cloth interior, air conditioning, abs, multi air bag protection, coded stereo with CD player, multi function steering wheel, remote control central locking/alarm and immobiliser, electric windo electric wing mirrors, with full serivice history and only one



2006/55 PLATE NEW VAUXHALL ZAFIRA 1.6 **ACTIVE 7 SEATER** 

**CAR** 

in ocean blue metallic with contrasting black cloth interior, ait conditioning, electric windows, alloy wheels, remote control central locking, 7 seats, CD in car entertainment system, driver seat height adjustable door mirrors, multifunction steering wheel, multifair bag protection system, this car is the latest shape, one owner from new with only 21,000 miles and a full service history \$25,998



DIESEL 3 DOOR in stardust metallic silver with contrasting black cloth interior, air conditioning, heated front seats, front fog lights, electric windows, electric adjustable door mirrors, rear parking sensors, Cb in car entertainment system, multi air bag protection system, front height adjustable seats, front armrest, this car offers great fuel economy and a real pleasure to drive £5,995



PI ATF SAAB 9-3 1.8 4 DOOR SALOON

2005/05

in sunburst red with contrasting black cloth interior, air conditioning, remote control central locking, driver seat height adjustment, electric windows, electric adjustable door mirrors, CD in car entertainment system, multi air bag protection system, this car is one owner from new with full main dealer service history and is immaculate inside and out, offers great £4.99



2005/05 PI ATF PEUGEOT 407 DIESEL 2.0 Hdi S 4 DOOR

in ice blue metallic with contrasting dark grey interior, 6 speed gearbox, electric windows, air conditioning, remote central locking, CD in car entertainment system, front fog lights, multi air bag protection system, electric adjustable door mirrors, drivers seat height adjustment, this car offers great fuel economy and good value for money £4.495



2002/02 PI ATF CITROEN XSARA PICASSO 1.6 SX 5 DOOR

in midnight black with contrasting dark grey cloth interior, air conditioning, power steering, central locking, electric windows multi function steering wheel, electric adjustable door mirrors, front fog lights. CD in car entertainment system, drivers seat hei t multi air had protection system rear pas inderfloor storage compartments, front armrests, this fa offers great value for money and lots of space



2003/53 RENAULT **ESPACE** 2.2 DIESEL **INITIAL 7** SEATER.

nagenta red metallic with contrasting sand leather/suede interior, air conditioning/climate control. facto an ignium system win remoe control centra occupiatam and immovinser, autorius seze omati: light control, front centra armesis, ats, automafo "textion control, electric retractable s, electric windows, rear blinds, an absolutely sturring "s eater with lide and list of extras, th c you can get with more than enough space, full service history, be quick this is priced to sell



2000/W VAUXHALL **ZAFIRA** COMFORT 1.6 16V 7

in silver metallic with contrasting dark grey cloth interior, air conditioning, electric windows, stow and go rear, 7 seats, headrests, all round stereo with CD player, electric windows. electric wing mirrors, roof rails, abs, fully colour coded, an



in metallic cosmos black with contrasting cloth interior, air conditioning, electric windows, remote control central locking, CD in car entertainment system, front armrest, height adjustable front seats, power steering, electric adjustable door mirrors, alloy wheels, mutil air bag protection system, this car has only covered 51,000 miles from new with a good service history and offers great value for money



2004/54 RENAULT GRAND ESPACE AUTOMATIC DIESEL INITIAL **7 SEATER** 

ests, rear park distance cont seats, abs. all round air ban or

#### **ARRIVING SHORTLY**

2001/51 **PLATE** RENAULT **ESPACE** THE RACE 7

offered in stardust metallic silver with contrasting black cloth interior, alloy wheels, air conditioning/climate control, remote control steer, remote control central locking, electric windows, electric adjustable door mirrors, underseat storage compartments, front fog lights, this 7 seater has lots and lots of extras and with ony 62,000 miles from new shows really good value for money £3,995

#### PART EXCHANGES - NO SENSIBLE OFFERS REFUSED ON PART EXCHANGES

W REG HONDA ACCORD 2.0 VTEC SE, 5 door, green metallic, a/c, e/s/roof, e/windows, stereo, CD, pas, long mot & taxed.

T REG CITROEN XANTIA 2.0 AUTO ESTATE, met blue, full black leather interior, air con, electric windows, pas, in car entertainment, mot & taxed...

2000 (X) V W 60LF 1.6 SE, 5 door in racing green metallia, air conditioning, electric windows, entote control central locking, heated front seats, in car entertainment system, taxed & mot.

P REG/1997 MAZDA 323 1.5 LXI 5 door in metallic red, alloy wheels, power steering, electric windows, this car has a mot and is taxed ....

£995







I would advance the case of the entry level 133bhp 1.6 direct-injection EcoDynamics petrol model tested here. It is lively but smooth and comes with a crisp six-speed gearbox and an automatic stop/start system for urban use, both enabling it to average well over 40mpg.

You will pay more than £1,500 extra for its 114bhp 1.7 diesel equivalent and need to





drive many miles before you claw back that cash through an average fuel consumption only 10mpg better.

And the annual road tax bill for the diesel is iust £15 less.

Even at Sportage 1 spec level as tested here, the car comes laden with features including a USB/iPod connection, and the interior is as sharply styled as the exterior, though the



plastics quality lets the side down in places.

I would trade up as far as you can afford, because the Sportage looks stunning with all the kit on; those wheel arches are designed for big 18-inch alloys and why not have the full leather treatment plus 4x4 too (from £21,255)? For this is a Kia to be proud of - buy it for itself, as much as the pricing and warranty.

#### **Driving**Portfolio

### KIA SPORTAGE 1.6GDi ECODYNAMICS £17,015

Driving appeal (OUT OF FIVE)	***
Image	***
Space	***
Value	****
Running costs	****
Reliability	****
How green?	****
Road tax	£125/year
Best rival	Nissan Qashqai

#### **The**Verdict



#### DON'T LIKE:

the lack of rear seats that fold properly flat



#### MOT SURE:

everyone will realise how has come of age



#### REALLY LIKE:

the style, vitality and promise of even greater things to come from Kia

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#### ALFA ROMEO

159, 3.2 V6 JTS Q4 LUSSO, 2006, abs brakes air conditioning alloy wheels of player climate control electric windows immobiliser metallic paint leather interior multiple airbags power steering remote black, 30376 miles, £11000, Ramsgate, 0844 856 4496 (TRAD)

159, 2.4 JTDM LUSSO, 2007, abs brakes air conditioning alloy wheels of player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £11000, Ramsgate, 0844 856 4496 (TRADE)

159, 1.9 JTDM 16v LUSS0, 2008, abs brakes air conditioning alloy wheels of player diesel electric windows immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, \$8000, Ramsgate, 0844 856 4496 (TRADE)

159, 3.2 Vs. JTS 04 LUSSO, 2006, abs brakes air conditioning alloy wheels cd player climate control electric windows immobiliser metallic paint leather interior multiple airbags power steering remote central locking remote audio controls adjusties esteering column body coloured bumpers height adj drivers seat, black, 30376 miles, £11000, Ashford, 0444 APS 65181 (TRADE)

159, 2.4 JTDM LUSSO, 2007, abs brakes air conditioning alloy wheels of player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £11000, Ashford, 0844 826 5918 (TRADE)

#### AUD

A3, SE FSI, 2006, air conditioning alarm fitted cd player central locking electric windows full service history metallic paint multiple airbags remote central locking, mauve met. 24500 miles, £9500, Maidstone, 08448 759296 (TRADE)

A3, sport tdi, 2005, abs brakes alarm fitted allow wheels of player central locking climate control drivers airbag electric windows fall service history immobiliser metallic paint multiple airbags power steering single of player sports seats tinited glass trip computer heated door mirrors height air divers seat, atral silver, 20490 miles, £11000, Maidstone, 08448 759296 (RADO).

#### CITROEN

A3, 1.6 Sports, 2004, abs brakes air conditioning central locking electric windows multiple airbags power steering adjustable steering column height adj drivers seat, silver, 60000 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

A3, 1.6, 2010, abs brakes air conditioning alloy wheels cd player electric windows immobiliser metallic paint multiple airbags power steering traction control remote central locking, silver, 8367 miles, £15000, Canterbury, 0844 856 4494 (TRADE)

A3, sport tid, 2005, abs brakes alarm fitted alloy wheels cd player central locking climate control drivers airbag trip computer twin airbags remote central locking multi functional tunepoint (i-pod and mp3 connection) height adj drivers seat, atral silver, 20490 miles, £11000, Canterbury, 0844 856 4494 (TRADE)

A3, 1.9 SPORTBACK TDI SE, 2007, abs brakes alloy wheels cd player diesel electric windows immobiliser metallic paint multiple airbags power steering tonneau cover traction control adjustable steering column body coloured bumpers black, 52382 miles, £11000, Canterbury, 0844 856 4494 (TRADE) C3, Airplay, 2007, abs brakes central locking drivers airbag electric windows immobiliser power steering remote central locking isofix child seat points, blue, 33000 miles, £4352, Ashford, 0844 826 5918

C3. LX. 2003, central locking drivers

airbag electric windows immobiliser

multiple airbags power steering, red, 69000 miles, £2400, Ashford, 0844 826 5918 (TRADE)

C3, 1.4i DESIRE, 2003, air conditioning of player central locking electric windows multiple airbage.

conditioning cd player central locking electric windows multiple airbags power steering body coloured bumpers, black, 65000 miles, £3000, Ashford, 0844 826 5918 (TRADE)

C3, 1.6, 2008, red, 50 miles, £1200 Ashford, 0844, 826, 5018 (TRADE)

C3, 1.4i SX, 2003, abs brakes air conditioning electric windows front fog lights twin airbags remote central locking remote audio controls, misty lilac, 71000 miles, £3000, Ashford, 0844 826 5918 (TRADE)

**C3,** 1.6, 2008, blue, 50 miles, £11000, Ashford, 0844 826 5918 (TRADE)

C3, cachet, 2008, abs brakes air conditioning alloy wheels cd player electric windows front fog lights multiple airbags trip computer remote central locking lexift computer remote central locking lexift child state points, non standard colour, 10400 miles, £6000, Ashford, 0844 826 5918 (TRADS)

C3, 1.6i 16v EXCLUSIVE Sensodrive, 2005, abs brakes air conditioning alloy wheels cd player electric windows front fog lights immobiliser metallic paint remote central locking, oriental blue, 19717 miles, £5000, Ashford, 1844 26, 5918 (TRADE)

C3, XTR SENSODRIVE, 2005, alloy wheels automatic transmission central locking electric windows heated door mirrors, silver, 22500 miles, £4500, Ashford, 0844 826 5918 (TRADE)

C3, 1.6, 2008, black, 50 miles, £12000, Ashford, 0844 826 5918

C3, 16v, 2008, abs brakes cd player drivers airbag electric windows front fog lights half leather trim, blue, 55 miles, £12980, Ashford, 0844 826 5918 (TRADE)

**C3,** 16v, 2008, black, 54 miles, £12980, Ashford, 0844 826 5918 (TRADE)

**C3,** 16v, 2008, green, 55 miles, £12980, Ashford, 0844 826 5918 (TRADE)

C3, 1.6, 2008, black, 50 miles, £12000, Ashford, 0844 826 5918 (TRADE)

C3, Desire, 2003, abs brakes air conditioning cd player central locking drivers airbag remote central locking, blue, 34861 miles, £4000, Ashford, 0844 826 5918 (TRADE)

C3, Airplay, 2007, abs brakes central locking drivers airbag electric windows immobiliser power steering remote central locking isofix child seat points, blue, 33000 miles, £4352, Canterbury, 0844 856 4494 (TRADE)

#### FIAT

**BRAVO,** 1.9, 2008, black, 55 miles, £13980, Canterbury, 0844 856 4494 (TRADE)

**BRAVO,** 1.4, 2008, black, 55 miles £10000, Ashford, 0844 826 5918 (TRADE)

BRAVO, Multijet Dynamic Eco, 2010, abs brakes alloy wheels cd player central locking cruise control immobiliser multiple airbags power steering, grey, 3585 miles, £13000, Canterbury, 0844 856 4494 (TRADE) BRAVO, Multijet Active, 2007, abs brakes air conditioning dd player central locking drivers airbag electric windows immobiliser power steering, silver, 31201 miles, £6495, Canterbury, 0844 856 4494 (TBADE)

BRAVO, 1.4 T-JET ACTIVE, 2007, abs brakes air conditioning cd player electric windows immobiliser metallic paint multiple airbags power steering split folding rear seats tonneau cover trip computer front passenger air bag deactivation switch remote central locking, black, 11179 miles, £7000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, ACTIVE, 2007, abs brakes cd player central locking electric windows power steering, epic grey, 29000 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, 1.4 Active 90ps, 2010, abs brakes air conditioning od player electric windows immobiliser metallic paint multiple airbags power steering trip computer brand new ply-lining front passenger air bag deactivation switch remote central locking isofix child seat points a3x3 point rear seat belts height adj drivers seat space saver spare wheel, silver, 4000 miles, £12500, Canterbury, 0844 856 4494 (TRADE)

BRAVO, Dynamic, 2010, abs brakes bluetooth car kit of player climate control electric windows power steering, blue, 7980 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

BRAVD, MULTILET SPORT, 2010, abs brakes air conditioning alloy wheels bluetooth car kit cd player central locking diesel drivers airbag electric windows metallic paint leather interior power steering reverse parking aid tinted glass remote central locking, black, 3200 milles, £15000, Canterbury, 0844 856 4494 CTRADEJ

BRAVO, 1.9, 2008, cd player drivers airbag, black, 256 miles, £14000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, 1.9, 2008, black, 762 miles, £14000, Canterbury, 0844 856 4494 (TRADE)

BRAVO, 1.9 MULTIJET 150 DYNAMIC, 2007, abs brakes air conditioning alloy wheels bluetooth car kit cd player diesel electric windows immobiliser metallic paint multiple airbags power steering tonneau cover tip computer remote central locking remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat blue, 38205 miles, 27000, Canterbury, 0844 856 4494 (TRADF)

BRAVO, 120 Dynamic (Plus Motorparks Pack), 2010, abs brakes air conditioning alloy wheels bluetooth car kit drivers airbag electric windows front fog lights immobiliser multiplie airbags power steering single of player remote central locking isoftic child seat points adjustable steering column, symphony blue, 10 miles, E17600, Cantercury, 0844 856 4494

### FIESTA, 1.4 ZETEC, 2003, alloy wheels central locking drivers electric windows front fog ligh

FIESTA, 1.6 Econetic TDCi, 2010, abs trakes alarm fitted bluetooth car kit cd player diesel drivers airbag electric windows immobiliser metallic paint power steering reverse parking aid trip computer twin airbags curtain airbags front parking sensors remote central locking multi functional unepoint (1-pod and mg3 connection) panther black, 6350 miles, £11500, Canterbury, 0844 856 4494 (TRADE)

FIESTA, TDCI Zetec, 2009, abs brakes air conditioning alloy wheels od player central locking diesel drivers airbag electric windows single od player trip computer remote central locking adjustable steering column height adj drivers seat, blue, 37000 miles, 29000, Canterbury, 0844 856 4494 (TRADD)

FIESTA, Style (Climate), 2007, abs brakes air conditioning cd player central locking drivers airbag electric windows immobiliser multiple airbags power steering, black, 26015 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Ghia, 2004, abs brakes air conditioning alloy wheels automatic transmission of player central locking drivers airbag electric windows immobiliser multiple airbags power steering, silver, 50264 miles, 55000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, TDCi Zetec (Climate), 2007, abs brakes air conditioning alloy wheels of player central locking drivers airbag electric windows immobiliser multiple airbags power steering, black, 42740 miles, £6000, Canterbury, 0844

FIESTA, ST, 2007, abs brakes air conditioning alloy wheels of player central locking drivers airbag electric windows full service history half leather trim immobiliser traction control remote central locking quickclear windscreen remote audio controls, while, 17000 miles, 59000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Style (Climate), 2008, abs brakes air conditioning cd player central locking drivers airbag electric windows immobiliser power steering remote central locking, silver, 47421 miles, £5200, Canterbury, 0844 856 4494 (TRADE)

FIESTA, 1.4 Titanium, 2010, abs brakes air conditioning alarm fitted alloy wheels bluetooth car kit cd player climate control cruise control rivers airbag electric windows front fog lights immobiliser power fold mirrors leather interior power steering reverse parking aid tinted glass traction control trip computer win airbags curtain airbags front parking sensors remote central locking isofix child seat points auto headlights and wipers multi functional tunepoint (i-pod and mp3 connection) quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat bells height adj divers seat, frozen white, 9267 miles, £11000, Canterbury, 9444 856 449 (TRADE)

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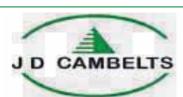
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info@jdcambelts.co.uk www.jdcambelts.co.uk FIESTA, 1.4 ZETEC, 2003, alloy wheels central locking drivers airbag electric windows front fog lights immobiliser metallic paint power steering, silver metallic, 69000 miles £3000, Canterbury, 0844 856 4494

FIESTA, 1.4 TDCI STYLE, 2010, abs brakes alarm fitted alloy wheels bluetooth car kit of player central locking cruise control diesel electric windows full service history immobiliser metallic paint power fold mirrors power steering trip computer remote central locking multi functional tunepoint (i-pod and mp3 connection) remote audio controls, silver, 6045 miles, £9999, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Zetec 5 Dr 70PS DPF Stage V, 2010, abs brakes air conditioning alarm fitted alloy wheels cd player central locking drivers airbag electric windows immobiliser power steering, black, 8 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Edge, 2010, metallic morello, 1999 miles, £10379, Canterbury, 0844 856 4494 (TRADE)

FIESTA, Edge, 2010, metallic ink blue, 4295 miles, £10250, Canterbury, 0844 856 4494 (TRADE)

FIESTA, 1.6 Titanium, 2010, abs brakes air conditioning alarm fitted alloy wheels of player cruise control drivers airbag electric windows front of glights immobiliser metallic paint power steering trip computer twin airbags remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, silver, 3868 miles, £11500. Canterbury, 0844 856 4494 (TRADE)

FIESTA, Zetec, 2008, abs brakes air conditioning alloy wheels central locking electric windows front fog lights multiple airbags power steering trip computer remote central locking, black, 39527 miles, 25564, Canterbury, 0844 856 4494 (TRADE)

MONDEO, 2.0 Zetec TDCI, 2010, abs brakes air conditioning alarm fitted alloy wheels blueboth car kit cd player climate control cruise control diesel trip computer front parking sensors remote central locking quicklear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, sea grey, 3455 miles, £16000, Ramsgate, 0844 856 4496 (TRADE)

MONDEO, Titanium x, 2009, abs brakes alloy wheels immobiliser metallic paint, metallic chill, 25000 miles, £15000, Ramsgate, 0844 856 4496 (TRADE)

MONDED, Edge, 2010, also brakes alarm fitted of player central locking diesel drivers airbag electric windows immobiliser power steering split folding rear sasts remote central locking remote audio controls body coloured bumpers rear headrests 3v3. point rear seat belts, black, 20312 miles, £12700, Ramsgate, 0844 856 4496 (TAADE)

MONDEO, Zetec, 2010, abs brakes air conditioning alarm fitted alloy wheels cd player central locking diesel drivers airbag electric windows front fog lights immobiliser power steering split folding rear seats remote central locking multi functional tunepoint (i-pod and mp3 connection) remote audio controls body coloured bumpers rear headrests 3x3 point rear seat belts, blue, 2083 miles, £13350, Ramsgate, 0844 856 4496 (TRADF)

MONDEO, Zetec, 2007, abs brakes air conditioning alloy wheels of player central locking drivers airbag electric windows front fog lights immobiliser power steering trip computer remote central locking, silver, 43699 miles, £9000, Ramsgate, 0844 856 4496 (TRADF)

MONDEO, Titanium, 2010, abs brakes air conditioning alarm fitted alloy wheels bluetooth car kit cd player central locking climate control cruise control cliese forthers airbag electric windows front fog lights immobilised power fold mirrors multi functional tunepoint (i-pod and mp3 connection) quickclear windscreen remote audio controls body colloured bumpers lumbar support rear headrests 3x3 point rear seat belts, silver, 22779 miles, 214000, Ramsgate, 0844 856

MONDEO, 2.0 Zetec TDCi, 2010, abs brakes air conditioning alarm fittled alloy wheels bluetooth car kit cd player climate control cruise control diesel drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking isoffix child seat points quickclear windszeren remote audio controls adjustable steering column body coloured bumpners 3x3 point rear seat belts height adj drivers seat, moondust silver, 16690 miles, £13500, Ramsgate, 0844 856 4496 (TRADE)

MONDEO, TDCI Zetec, 2009, abs brakes air conditioning alloy wheels cd player central locking diesel drivers airbag electric windows front fog lights immobiliser power steering trip computer remote central locking adjustable steering column height adj drivers seat, grey, 37986 miles, £11000, Ramsgate, 0844 856 4496

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#### By **STEVE LOADER**

DESPITE economic gloom and doom, new car registrations managed to rise by nearly two per cent in 2010.

Admittedly, industry sources predict a fall of five per cent for the coming year, but the sound reasons why many people splashed their cash on a new motor last year have not really changed.

The big ticket item in anyone's budget, a new house, is not really an option in such uncertain times, but anyone who has a steady job and cash in the bank might fancy changing their car now.

Savings accounts are earning a pittance, so you might make more through big savings on a new car thanks to good deals from carmakers and forecourts desperate to deal.

There is a new realism about list prices anyway as manufacturers recognise that these fairly tale figures are a big deterrent to genuine private buyers, thereby outweighing their intended benefit to carmakers: to convince fleet buyers of fantastic bulk-buy discounts and also to give dealers room to manoeuvre on deals and part exchanges.

Other buyer incentives out there in a tough market include superb packages on finance – which banks simply won't match incurrence and corriging

- insurance and servicing.

There are also outstanding warranties available such as Vauxhall's 'lifetime' guarantee on cars up to 100,000 miles.

Servicing deals often cost extra but can be very cost-effective, so ask about those if one is not offered.

Remember too that road tax also favours downsizing or changing to a leaner and meaner motor; most superminis and many family hatchbacks now qualify for zero



BEST SELLER: Vauxhall's stylish Astra was No2 in the UK sales chart last year

road tax in year one and modest charges thereafter.

Petrol power is also coming back into the frame against diesel, particularly at the lower end of the market. The fuel itself is set to stay cheaper than diesel simply because oil refining capacity is geared more to the former.

Petrol engines are also cheaper to buy upfront and lighter, and while they still cannot compete on economy with diesels, it is the savings elsewhere that quietly add up: less wear and tear on tyres and front end mechanicals.

Diesels may have won over many sceptics with their good low-down power delivery, but small and efficient turbocharged petrol units are making a difference here now and, with the nimbleness of petrol power, make for more entertaining driving.

Petrol engine emissions are also being lowered steadily so their road tax and emissions credentials are far better.

Factor in all of the above and the sums start to add up on ditching something dated and less efficient in favour of a modern and more eco-friendly model.

• For more on '11 New Reg trends and buying tips, see inside.



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# **Buyers find small is beautiful**

# **STEVELOADER**

DOWNSIZING continues to be the UK motor market's buzzword.

Some 20 years ago, the family saloon/company car sector was dominant, largely thanks to the company car culture where big and brash was beautiful.

Then came the rise of the family hatchback and supermini; throughout the Nineties and early Noughties they had a ding-dong battle for market leadership.

However, helped by soaring fuel and insurance costs, greater environmental awareness and then by Government legislation via punitive road tax on larger cars, ever more stylish superminis have gained well over 40 per cent of sales if you include the even smaller city car segment – family hatchbacks had to settle for the No2 spot with around 25 per cent of registrations.

#### Crossover

More difficult to quantify though is the trend towards 'crossovers' – cars like the Nissan Qashqai, Skoda Yeti and Peugeot 3008.

As the name implies they straddle several sectors including family hatchback, MPV (multi-purpose vehicle) or people carrier and SUV (Sports Utility Vehicle) and are hard to pigeonhole under the current classification system.

Many manufacturers have already tried to apply the sexy new crossover label to what would once have been their SUV models – especially as the 4x4/SUV sector has declined – and we can expect an industry



SIZE MATTERS: Family cars no longer dominate the UK sales Top 10, but remaining buyers and company car 'users choosers' now seek premium models like this Saab 9-3

choosers' now seek premium models like this Saab 9-3 reappraisal of how classes are defined and

This could then show a burgeoning third sector comprising the new-age crossover designs.

In the meantime, registration figures from motor industry mouthpiece, the SMMT, show how superminis (S) and family hatchbacks (H) rule the UK top 10:

- 1) Ford Fiesta (S)
- 2) Vauxhall Astra(H)
- 3) Ford Focus (H)
- 4) Vauxhall Corsa (S)
- 5) VW Golf (H)
- 6) VW Polo (S)
- 7) Peugeot 207 (H)
- 8) BMW 3-Series
- 9) Mini (H)
- 10) Nissan Qashqai



COMPACT: Seat's Ibiza exemplifies the sort of supermini style that that is making it easier to downsize



CROWD PLEASER: Skoda's Octavia seats neatly between the family car and family hatchback segment and looks good value for both sets of buyers

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# **STEVELOADER**

GLOBAL warming and care for the environment has created a need for leaner and meaner models.

New road tax bandings, ranging from zero to £950 a year for gas guzzling limos or 4x4s, are changing our car buying habits too.

Of course, anyone spending £50,000-100,000 on a new motor won't worry about small change like that, but most people like saving a few quid there and through the improved economy of greener cars, while incidentally doing their bit for the environment.

Longer term, electric cars may be the answer and there has been lots of publicity about 'plug-in' models for overnight charging at home or city centre charging points.

But battery technology has some catching up to do and the zero emissions argument is misleading. Until we have zero emission power stations, electric cars simply transfer the CO2 and noxious gas output from exhaust pipe to belching chimney.

#### Refinement

Are hybrids the answer then? Japanese giants Toyota and Honda lead here, pairing conventional engines with electric power and batteries.

However, hybrids are expensive to buy and the economy at motorway speeds is no better than a frugal diesel.

And so we return to the internal combustion 'lump' where emissions are plummeting, economy is soaring and refinement is improving.

In fact, things are moving so fast that you marvel at what a few legislative kicks up the backside have achieved.

The downsizing phenomenon is well under way too, with several new cars proving that 'small is beautiful'.

Most carmakers also now have an 'eco' sub-







BRANDED LEAN AND MEAN: Skoda's Fabia Greenline (top) Vauxhall's Corsa Ecoflex (left) and Seat's Leon Ecomotive (right)

brand such as Vauxhall's Ecoflex, Skoda's Greenline, and Seat's Ecomotive.

But they often don't come cheap, so weigh potential long-term savings against upfront

cost - if you don't cover the miles, conventional alternatives may be a better bet.

Don't ignore petrol models either; the higher price of diesel cars and the fuel at the pumps must be compared with new small capacity low emission/consumption petrol engines such as the turbocharged 1.4-litre units found in the Skoda and Seat ranges

Fuel consumption figures for Saab 9-3 Diesel Saloon Range in mpg (litres/100km): Urban 36.7-49.6 (7.7-5.7), Extra-urban 60.1-72.4 (4.7-3.9), Combined 48.7-62.8 (5.8-4.5).

CO2 emissions 153 — 119g/km. "Other emission to be seen as a contract the pickage over 16 months and on 9-1 per seed on 9-1 pe



119g/km CO2 and zero road tax1.

# And behold.

The Saab 1.9TTiD Saloon from just £289 a month" (excl. VAT).

The Saab 9-3 Twin Turbo Diesel Saloon range now has a choice of three 1.9TTID engines with CO: emissions of just 119g/km". So you can drive away without paying road tax!. But economy doesn't come at the expense of performance, in fact the exhibitrating 180PS variant is the most powerful car in its class. With prices from just £289 a month" (excl. VAT) and generous specification that includes leather trim seats, 17" alloy wheels, Bluetooth and heated front seats all as standard, the most efficient thing to do would be to test drive one today.

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YOU FUEL: The Saab 2.0 TiD Vector SE diesel saloon costs £1,795 less than its petrol equivalent

# Will a diesel save you money in the long run?

SALES of new diesel cars in the UK rose to a record of 46.1 per cent last year, but research by car buying watchdog Parkers, show they may not be the smart choice.

The website's editor Kieren Puffett said: "Although the average economy is usually rated better than the equivalent petrol model, a diesel model will carry a premium over petrol when you come to buy and diesel is still more expensive at the pumps. In some cases that means you'll have to travel many miles before it starts to pay off."

Parkers underlined the point by picking 10

models with both diesel and petrol equivalents in their range and calculated how many miles a buyer would need to cover at current fuel prices to recoup their money, if travelling an average of 12,000 miles a year.

Puffett said: "The results turned out to be

Puffett said: "The results turned out to be quite surprising. For instance, a diesel Chevrolet Captiva, costing £5,000 more than its petrol equivalent, will take 15 years to recoup your money in fuel savings – patently a ridiculous idea. Conversely, a Saab 9-5 diesel is both cheaper to run and buy so you'd be a fool to opt for a 9-5 petrol."

#### DOs and DON'Ts before buying a new car

- Don't accept the first deal on offer be ready to haggle.
- 2 Don't be afraid to ask for trimmings like a tank of fuel, car mats or further discounts or extras.
- Onn't fall for what seems like a big bargain before you even haggle. It could be an unpopular engine or trim combination or a car on 'run-out' where production ceased a while ago it might be just as thirsty as your old car and will depreciate badly.
- Do pick a model that saves fuel, insurance, road tax and depreciation it won't get any easier out there.
- Don't be blinded by road tax-exempt diesel eco models check price, running costs and green credentials and the savings over your planned ownership mileage/years and then compare against the closest standard version.
- Do not assume that diesel will save you money you will usually pay far more up front and the engines are generally heavier, which means more wear and tear on front tyres and mechanicals. The fuel is also dearer at the pumps, while petrol cars have become dramatically better on fuel and emissions and, in most cases, are far nicer to drive.
- Do spare a thought for an LPG (liquefied petroleum gas) car model. LPG offers lower emissions and is roughly half the price of petrol at the pumps. There are also many more filling stations offering the fuel, so there is now no need to rely on the car's more expensive petrol tank bridging the gap between gas fill-ups.



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Fuel consumption figures mpg (litres/100km) and CO<sub>2</sub> emissions (g/km). New Corsa Excite 1.0i 12v ecoFLEX. Urban: 44.8 (6.3), Extra-urban: 67.3 (4.2), Combined: 56.5 (5.0). CO<sub>2</sub> emissions: 117g/km.

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Your business is our business

#### **INSIDE THIS WEEK**

IT'S been a bad week for Kent, and it's going to get worse.

The closure of Pfizer will mean 2,400 posts lost - and many highly skilled staff will be looking to leave Kent for other specialist positions in the UK and

Not only that, the knock-on carnage in the supply chain could mean another 3,000 workers are out of a job. Amid the gloom we offer a few shafts of light - we meet the former professional footballer who has turned his love of the game into a thriving business

And there's advice for SMEs on how to improve their prospects of raising some much-needed finance.

#### KEY PARTNERS

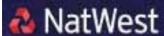














#### **SUPPORTED BY**



# Braced for shockwave of R&D base's closure

**BV STEVE KNIGHT** 

steve.knight@kosmedia.co.uk

THE impending closure of Pfizer's Sandwich base is expected to have a devastating knock-on effect on the Kent economy.

In addition to the 2,400 direct employees who will be made redundant over the next two years, an estimated 3,000 extra jobs may also be lost once contractors and other small businesses lose their main source of revenue.

Andrew Aves – regional organiser of the Kent branch of the Federation of Small Businesses – described the situation as "very serious".

He added: "Clearly the supply chain is going to be affected too, such as the people who work in the staff canteen, for example. I wouldn't have thought the staff at Pfizer clean their own win-

"But the knock-on effect will be significant right across the board, because if you remove the wage packets of 2,400 people then the grocery



stores, pubs, restaurants, theatres and so on are all going to suffer. People commute to Sandwich from Canterbury, Thanet and elsewhere, so the closure of Pfizer presents a huge risk to the economic sustainability of east Kent, which is vulnerable enough as it is."

Pfizer - which lays claim to some of the world's biggest medical discoveries, including antiimpotence drug Viagra - is based in Surrey and has other operations in Maidenhead, Aberdeen and Cambridge

The Sandwich site conducts research and

development on allergy and respiratory drugs. At its peak, about 5,000 staff worked there, but numbers halved after manufacturing ended at the site in 2007.

Jo James, chief executive of Kent Invicta Chamber of Commerce, said the closure was a "huge blow" to the county.

She added: "An operation of the scale of Pfizer draws heavily on the local supply chain in terms of goods, services and infrastructure. The knock-on effect of the closure will undoubtedly be heavy in east Kent, and probably throughout the county.

"Pfizer is also representative of a very special hi-tech science sector of which Kent has been justifiably proud. Its withdrawal from the area, which has provided such a valuable infrastructure for years, is extremely disappointing."

Ms James added that she felt Sandwich and east Kent as a whole should have the ability and talent to overcome the loss of Pfizer.

She said: "We can but hope that with government help the facilities, the workforce and the local supply chain can move onto other things to mitigate the effects."

# ourism growth's solid foundations

A STRIKING campaign aimed at marketing the county as cool and contemporary has drawn in an additional £18 million for the tourism industry.

In its first five months the £400,000 Kent Contemporary project, designed by Visit Kent and M&C Saatchi, pulled in almost 420,000 extra visitors. The campaign featured posters - displayed at London stations and on the Underground – of unusual images of Kent captured by leading photographer Jean Luc

The aim was to tempt city dwellers and people from across the South East and Europe to the county to enjoy its natural and historic delights.

The chief executive of Visit Kent, Sandra Matthews-Marsh, said the campaign was already proving its worth. "I am looking forward to working with more tourism, leisure and hospitality businesses and organisations committed to

growing our economy," she added.

The campaign – which featured three key images: Hever Castle; Botany Bay in Thanet; and the Goods Shed in Canterbury - also encouraged county residents to take more overnight trips and day trips in Kent, with a total value of just under £11 million - although this figure was not included in the economic impact data.

Cllr Kevin Lynes, Kent County Council's cabinet member for regeneration and economic development, said: "These are stunning results and it's great to see so many people visiting our county. This campaign opened the eyes of many potential visitors by showing them the hidden gems we all take for granted.
"We have more than 3,000 tourism, leisure and

hospitality businesses in Kent and their success is crucial. KCC is committed to working with Visit Kent and investors to promote this industry, which contributes more than £2.5 billion to our economy every year and supports 50,000 jobs.

"So many people are benefiting from the success of the Kent Contemporary campaign."



COOL KENT: Hever Castle, above, Botany Bay and the Goods Shed featured in campaign





# **BUSINESS** WEEK

# Comment

HIS week's decision by Pfizer to close its base in Sandwich serves as a harsh reminder of the world we currently live in.

While the Government prefers to use words like "recovery" and "revival" when referring to the economy these days, it's clear business is still struggling and that even the biggest multinational corporations are being forced to cut their losses.

The 2,400 employees directly affected by the impending closure of Pfizer have some big decisions to make over the next two years, as it is clear such highly-specialised jobs will be hard to come by anywhere else in the county.

Many will be forced to leave Kent in search of alternative employment, while some may decide they have no choice but to seek a new career path altogether.

There is also the knock-on effect the closure is bound to have on the local economy. As both the Kent Invicta Chamber of Commerce and the Federation of Small Businesses have pointed out, there are likely to be many more firms that will suffer from the loss of such a huge employer.

What will happen to all the shop workers, restaurant staff, cleaners, canteen workers and so on who rely on the cash spent by Pfizer's army of workers? Unfortunately it looks like many will end up beside them in the dole queue.

However, through the dark storm clouds gathering over Sandwich, there are some who can just make out a glimmer of hope in the distance.

They say the site is just too large and too hi-tech to be wasted, and that the demise of Pfizer in Kent could lead to an influx of science-led companies that could make full use of the technology available to them.

Kent County Council is well aware of how important the Sandwich base is to the east Kent economy and beyond, and should be pushing the Government to do all it can to ensure such a positive outcome.



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# First LEP meeting sets the agenda for economic growth

By MARIJKE COX

marijke.cox@kosmedia.co.uk

THE first meeting of a new economic powerhouse has taken place, kick-starting the new generation of Local Enterprise Partnerships.

Leaders from the public and private sectors in Kent, Greater Essex and East Sussex met in Dartford last week to discuss the work ahead of them and the priorities of the new organisation.

The LEP, which is seen as one of the successors of the South East England Development Agency (Seeda), will work with businesses in the region to drive economic growth and regeneration.

economic growth and regeneration.
Funds will come from bids to central government, unlike with predecessor Seeda, which received tens of millions of pounds every year.

Kent County Council leader Cllr Paul Carter said the first meeting went well but stressed the board was still temporary and members may change.

"We decided 45 people around the table was too many to carry out the day-to-day business so we will have an executive board that will report back to the LEP partners," he said.

"We'll also do an executive search to get the right person for the job of chairman." Cllr Carter said priorities set out in the original LEP bid had remained consistent.

"We're trying to support significant regeneration and change in deprived coastal reaches. We're also looking to work on how to deliver more in the Thames Gateway and ensure support for rural economies.

"Other priorities are the need for greater housing growth and transport networks. We're trying to be more proactive in coming up with solutions like in our Growth Without Gridlock document, which looks at development such as building a third Thames crossing.

"The LEP will come up with all sorts of innovative solutions through public and private sector working."

#### Deprived

Cllr Carter said the LEP area had significant needs and the profile had to be raised.

"We have deprived coastal areas that need help. Money goes into the North and North East of England where there is poverty – we need that too." he said.

too," he said.
"The different areas [Kent, Greater Essex and East Sussex] coming together on common issues will mean greater impact on Government and more influence. Ultimately, we all endeavour to make a difference."

Representatives from Kent and Medway's Federation of Small Businesses (FSB) attended the meeting and gave a cautious welcome to the progress being made.

The organisation, which represents 6,700 businesses in Kent, said it was pleased the original work programme set out by the LEP – launched at the House of Lords in October – had remained the same.

Kent and Medway FSB chairman Roger House said: "The interim board has agreed its priorities for the LEP and will now be looking to work with partners including other business organisations, universities, colleges and local authorities to deliver those objectives.

"The FSB is willing to play its part to ensure those projects are delivered in a cost-effective way that will bring real benefits for businesses, residents and the economies across the LEP area.

the economies across the LEP area. "We have already seen this Government exclude the LEP from schemes which would benefit our local economies, such as the National Insurance contribution holiday', which means local start-ups are paying up to an extra £10,000 to employ staff compared with firms elsewhere in the UK.

pared with firms elsewhere in the UK.
"And also the Enterprise Allowance
Scheme which gives grants to longterm unemployed people wishing to
start their own businesses.

"We believe it is important that within its work the LEP gets the message across that excluding local entrepreneurs from such schemes is a false economy and damages UK plc."

# Air Ambulance lands funding boost

KEEN consumer voting has won a £7,000 NatWest community donation for the Kent Air Ambulance.

After launching the Customer Charter in July, RBS and NatWest announced details of a new Community Fund to support charities and projects, and invited customers and local people to decide who should benefit.

Kent Air Ambulance amassed £7,000 after win-

Kent Air Ambulance amassed £7,000 after winning the £3,000 top prizes in the banks' Larkfield and Tunbridge Wells trading areas, plus a runer-up prize of £1,000 from the Sittingbourne fund – the county has 11 funding areas.

Nationally, more than 1,100 organisations will receive a donation. Kent Air Ambulance is a proven lifesaver, responding to emergencies across the county by flying in a specialist doctor and paramedic by helicopter.

#### Response

Advanced procedures can be carried out at the scene before flying the patient to hospital. NatWest's Kent director Maria Fisher said:

NatWest's Kent director Maria Fisher said: "We've had an overwhelming response to the Community Fund and it's clear that people in Kent are passionate about the Air Ambulance charity and we're delighted to be able to make this donation and support the work they do."

Jill Playle, from Kent Air Ambulance, said: "We are thrilled to be awarded £7,000 and gain recognition for our efforts.
"The money will go towards running costs to

"The money will go towards running costs to allow us to continue to provide this lifesaving service to the people of Kent. Our thanks go to the public for voting for our worthy cause."



QUIDS IN: Air Ambulance staff welcome NatWest's £7,000 donation

# **BUSINESS SWEEK**

#### online: www.businessforkent.co.uk

# Making timely case for extra winter light

A KENT businessman has asked his MP to support daylight saving time and queried whether we should be putting our clocks back in the autumn.

Aaron Dewhurst, managing director of the Glass Wipe Board Company, based in Hythe, spoke to his MP, Damian Collins, on local business matters.

One area of conversation was the day-light saving debate and how it could affect Kent businesses.

Daylight saving time was introduced in the early 20th century and since then Britons have been putting the clocks one hour ahead in spring and winding them back one hour during autumn.

Over the years the public and politicians have debated whether we should be moving the clocks back at all. Mr Collins, the MP for Folkestone and Hythe, supports daylight saving and believes businesses could benefit from having more daylight in winter afternoons.

He said: "Businesses in retail and leisure could open later and have more daylight trading time. Commuters would have the opportunity to travel home in the light.

#### **Activity**

"It would also reduce energy costs and increase business activity, therefore daylight saving would benefit not only local businesses but countrywide businesses too. The Daylight Saving Bill 2010-11, a private members' bill, has been intro-duced to Parliament. If passed, the Government will conduct further analysis, tests and reports. Prime Minister David Cameron would want the country on the whole to support the bill.

Mr Dewhurst believes an extra hour of daylight in the afternoon will have a huge benefit.

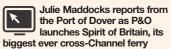
He said: "Not only will it allow an extra hour of trading for Kent businesses, but it is argued that road traffic injuries would reduce as children and some commuters would be travelling home in the

daylight.
"Energy costs may be reduced as people are more likely to go outside rather than stay indoors where artificial light-ing is used. An extra hour in the afternoon may also give tourism a boost because the extra afternoon light would lengthen the tourist season.

"Tourism-related businesses such as retail, hospitality and transport would benefit from the extra hour of trade along with the prospect of more tourists.'

#### To view this clip, log on @ www.businessforkent.co.uk







EXPANSION: The Ardo Food Ingredients team formed after the Ploegmakers acquisition

# County's 'big conversation' turns to future food security

THE security of Kent's food production, horticulture and agriculture was the main topic of discussion at a business event.

Kent County Council and the Kent Economic Board organised the debate in conjunction with East Malling Research and other major players in the production sector.

The event, viewed as a 'big conversation' with land-based businesses and their advisers, is part of KCC's and KEB's efforts to get closer to key industries to

ensure Kent's future prosperity. The conference was chaired by Jon Regan of Hugh Lowe Farms,

KEB's business champion for the sector, at the East Malling Research

conference centre.

KCC leader Cllr Paul
Carter told the conference: "Businesses in the food chain in Kent employ more than 85,000 people and the sector is worth an estimated £2.6bn per annum to the county's economy.

"It is vital that we listen to their needs in order to ensure they can contribute to the future wellbeing of Kent and emerging priorities of the Local Enterprise Partnership.
"Feedback from this event will

contribute to future business development in the county and give us a clearer understanding of what this diverse industry needs to succeed.

"We will then be better placed to look at planning policy, pro-viding the right skills for the workforce and speaking on behalf of the industry in the corridors of Westminster."

An audience representing more than 100 businesses attended the discussion, which brought together the National

#### **BV MATHEW BEECH**

mathew.beech@kosmedia.co.uk

Farmers' Union, the Country Land and Business Association, and Hadlow College.

Oliver Doubleday, chairman of EMR and MD of GH Dean & Co, said: "With our global popula-tion growing at a dramatic rate we will need to increase food production by 40 per cent by - and on less land, using

less water, pesticides, fer-

"With food security a global issue, we will need to make sure the UK's production is as efficient as possible.

"Government and the industry must invest more in research and development to ensure

the industry is best placed to adapt to climate change and EMR remains a jewel in Kent's

KEB and KCC plan more 'big conversations' with key industry sectors in the county, including construction and civil engineering; low-carbon and energy pro-duction; health and social care; and the digital and creative media sectors.

KEB chairman Geoff Miles said: "The land-based sector sent a strong message to ourselves and our partners that it is committed to playing its part in helping Kent to grow.

"If the other sectors show the same level of commitment as the land-based one did today then Kent is well-placed for economic success.'

All the right ingredients for success

A FOOD manufacturer has acquired a Dutch ingredients firm to expand its position in the sector.

Ardo, one of Europe's largest food companies, has taken on Ploegmakers Food Ingredients which supplies fresh-frozen and refrigerated fruit, vegetables and herbs for different food products, including ready meals and sauces.

The Dutch company has an annual turnover of about £30 million. Through the acquisition, a new company called Ardo Food Ingredients has been established.

Debbie Henry, UK business sector manager of the new firm and who is based at Ardo's UK headquarters at Charing, near Ashford, said: "We already have a very successful food manufacturing sector, but the acquisition of Ploegmakers means we can now provide additional expertise, increased

now provide additional expertise, increased capacity, and a wider product range. "The integration of a highly sector-focused provider with our portfolio will enable Ardo Food Ingredients to become a major player in the sector and the company of choice for frozen fruit, vegetables and herbs for industrial customers.

Ardo, which is based in Belgium, has 15 production and packing units in eight European countries.

It supplies 520,000 tonnes of frozen fruit, vegetables, pasta and rice to 54 countries each year and has an annual turnover of

The company recently invested £15m in a new hi-tech factory at Charing.



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# **BUSINESS** WEEK

### online: www.businessforkent.co.uk

# Cutting back on VATnot your profits

By TRACEY BOOTH, VAT specialist at Reeves & Co LLP chartered accountants and business advisers, with offices in Canterbury and Chatham

NOW that the standard rate of VAT has increased to 20 per cent, small businesses will find the thought of reducing their VAT burden even more appealing.

appealing.
Those with an annual, VAT-exclusive turnover below £150,000 per year may make big savings in their VAT payments by operating the 'flat-rate scheme'.

Once approved to use the scheme by HMRC, a business can account for VAT on its turnover at a lower rate of VAT, while still charging customers the full 20 per cent.

Different rates apply to different types of business. For example, hairdressers or beauticians account for VAT at a rate of 13 per cent; a management consultant 14 per cent; an architect or surveyor 14.5 per cent; a general builder (providing goods as well as services) 9.5 per cent; and pubs 6.5 per cent. In return, the business does not

In return, the business does not make a separate claim for VAT on its purchases, except for capital items over £2,000 (eg, a commercial vehicle or plant and machinery) or stock and assets on hand at the date of registration, for which VAT can be recovered as normal.

If using the scheme within the first year of VAT registration the published rate can be reduced by one per cent for that first year following registration.

Once on the scheme, a business



TRACEY BOOTH: Tax advice

does not have to leave it until its tax inclusive turnover in the last 12 months, or looking forward, in the next 30 days, exceeds £230,000.

Those having difficulties with customers' late or non-payment of invoices may also find it beneficial to use cash accounting alongside the flat rate scheme, which allows the business to account for VAT only once it receives payment.

# The beautiful

# THE BG INTERVEW

Fans used to a diet of high-octane Premiership football featuring millionaire players found themselves on short rations during the England team's performance in the World Cup finals last year. During post-tournament recriminations, a recurring theme was the lack of good homegrown talent nurtured by top English clubs, happy to import crowd pleasers from abroad. But is this set to change? Not at club level so much, but at the grass roots? STEVE LOADER went to watch and then became

engrossed in a soccer training session at Maidstone



**TONY BROWNE** 

T WAS a cold January night and I wasn't expecting much as I turned up for the end of SoccerElite training in Maidstone. The plan was to witness a session before interviewing one of the organisation's co-directors and former professional player, Tony Browne.

Will it have changed that much since my day, though? A time when grumpy and grizzled old coaches would shout grudging praise and seemingly gleeful abuse in equal amounts.

The answer is yes, if SoccerElite is anything to go by. I quickly found myself drawn into watching the obvious enthusiasm shown by youngsters, first practising skills and then playing a quickfire game, with Tony skilfully maintaining the tempo via chirpy tips and lobbing in a replacement ball quickly when the previous one had gone into touch.

Y the end, the players – some as young as seven, but all shapes and heights – left the floodlit practice field at Maplesden Noakes School, chattering loudly. After this workout, Tony, 34, stressed how important it was that, even when a lad missed a shot or was caught in possession, that his advice should carry a positive message. Not surprisingly, I find he has added a degree in sport science and psychology to his professional playing experience and FA coaching qualifications.

He and co-director Lee Spiller, 32 – another experienced professional and a former team-mate – started SoccerElite four years ago after perceiving a gap between local training efforts via schools and small clubs, and the professional clubs – the need for a kind of

football academy.

Not only has the business taken off, but unearthed a string of potential future stars after numerous trials with major clubs and signings with the likes of Tottenham, Arsenal and Chelsea and with Kent's biggest club, Gillingham.

SoccerElite sides now regularly play academy sides from the top clubs – many of these lead to a young player being spotted and invited for a trial or to sign.

More importantly perhaps, SoccerElite players are also exposed to foreign counterparts early through international tournaments. Last year some 60 players, aged seven to 12, accompanied by about 100 parents, took part in a series in Italy. This year they will contest a tournament in Valencia, Spain.

"They meet different types of players and skills, but it's not just about football; it's just an unforgettable

#### **TONY BROWNE'S CV**

- 1993 left St John Fisher School, Chatham, and joined West Ham United. Other clubs included Brighton & Hove Albion, Gravesend & Northfleet, Folkestone Invicta, Welling United, Dover Athletic, and Ashford Town
- 2007 co-founded SoccerEliteFA with former team mate Lee Spiller
- 2011 embarked on ambitious expansion plan to take the organisation regional and then pational



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# **BUSINESS WEEK**



# game's dream factory

experience that will take them to even greater heights," said Tony, with typical enthusiasm, adding: "While we are developing youngsters' individual skills, we are also teaching them to play in a team. It's not about results, it's about that awareness of working together and every player wanting to get on the ball as part of the team effort."

occerElite is now in the process of restructuring in order to expand outside of Kent, aiming to double in size each year over the next two years (see comment below by Phil Beavan of Innovation & Growth).

Tony himself was spotted early by West Ham United, which maintained a position in the top flight then largely through spotting and bringing on young talent, both to supply its team and to sell on.

His own experience convinced him of the need for organised training early on: "People just don't see it, but Lee and I know what made us better players, and that's what allows you to make that extra step up. Then you are playing with better players and that raises your game, increases your options and so on."

SoccerElite runs a team of experienced coaches and charges £7 a week per player, currently training around 400 youngsters – boys and girls – in and around the Maidstone area, including a special goalkeepers' master class.

"We pay a premium rate to use the best facilities available, "said Tony. "It doesn't

compare well with what I've seen in America mind you, where I visited one college that had a 20,000-seat stadium and filled it virtually every game, but the game has a different structure out there.

"And facilities are getting better here, despite the fact that just putting in flood-lights for an evening practice facility starts at around half a million. Ultimately though, we want our own training facility."

Tony – a versatile midfielder and defender – hung up his boots two years ago: "The business was really taking off and taking my time. I work five nights a week and Saturdays at Chelsea's Academy – and, on the field... well, I wasn't getting any quicker.

"Of course I miss it, but this is great, too, working with young talent. I was also lucky enough to play with great players like Frank Lampard and Rio Ferdinand and it would be nice to think we are nurturing talents like that – there are not enough flair players coming through the English system.

"But SoccerElite is not just about the obvious talent. It's also about those kids who have something that will take longer to come out. Everyone's different and there are many kids whose footballing brain takes time to develop, or they are not physically ready.

"They are the types who get overlooked by the system, but we can carry on working with them so that they get a chance later or simply get more out of their game."



DREAM TEAM: Enthusiasm for the game is clear at SoccerElite

# PHIL BEAVAN – portfolio director of the Government-funded South East Business Innovation & Growth advisory service:

"What we have worked on with SoccerElite is changing a successful football coaching academy into a well-structured business that happens to coach football, in order to generate the higher levels of growth that the business deserves.

"SoccerElite is a very strong brand that has huge potential and what this restructuring will do is lighten the administrative burden on the management team and their backroom staff.

"At the moment the company is Kent's best known business secret and what we have looked at is putting the pieces in place to double size and turnover over the next 12 months, and go again the year after and through expansion outside of Kent. The company will remain Kent-based and become a major export for the county."

#### TONY'S TOP TIPS

- Catch 'em young "We say it's obvious for football, but it applies to any skill or talent. Nurture it early and you will get the best from it."
- Give positive advice "Stick and carrot was the traditional way, but youngsters can take it hard. I'm often shocked like many people by the stuff parents shout at kids from the touchline. We always try to be upbeat it works. And it applies in all walks of life, not just football."
- Take advice yourself: "We have built a good business without any outside funding. We've used our savings and then some, and worked really hard, but we wonder whether we could have achieved more with outside help and advice. Now we have backers and sound professional advisers, we can go to the next level with confidence."





# **BUSINESS** WEEK



# Parkway station 'key to avoiding gridlock'

By **MARIJKE COX** 

marijke.cox@kosmedia.co.uk

THE wheels have been set in motion for the development of crucial transport links with the launch of a multi-million-pound funding bid.

If successful, Kent could see a share of up to £10 million of Government's £1.4 billion Regional Growth Fund which would go towards the planned Thanet Parkway station

The proposed development is one of a list of priorities, including a third Thames crossing and solution to Operation Stack, outlined by Kent County Council as part of a landmark strategy called Growth Without Gridlock.

Transport chiefs said the station, which would be on the Ashford to Ramsgate line, would not only help create thousands of jobs in east Kent, but improve the much-criticised rail network and boost business at Kent International Airport in Manston.

Kent County Council's former cabinet member for environment, highways and waste Cllr Nick Chard said it would have an enormous impact on Thanet and the surrounding area.



RIGHT TRACK: A Manston parkway station on the Ashford line could unlock investment

"We are working closely with Network Rail and we are trying to fund it by bidding for money from the Regional Growth Fund," he said. For me, it's a question of when we do this,

The proposed development would improve journey times between Ashford and Ramsgate, where high-speed trains from east Kent are unable to reach full speed until nearer London.

North Thanet MP Roger Gale has been campaigning for better rail services for the area. He said: "Upgrading the line between Ashford and Ramsgate and the creation of the Thanet Parkway station would also unlock investment."

Charles Buchanan, the chief executive of Manston, said anything that improved links and connectivity in east Kent could only be a

good thing.
"The parkway station would have a positive impact on the area – we identified this in our own master plan for growth," he said. "East Kent will become a weekend destination for tourists, and residents and businesses can be served by an airport on their doorstep.

The £10m bid was put together by Kent County Council, Thanet District Council, Network Rail, Southeastern and Kent International Airport owner Infratil.

The Government said successful bids will be announced within 50 days.

KCC leader Cllr Paul Carter said a Thanet Parkway station would support economic growth with an estimated 1,000

jobs created per million new air passengers.
He added that improvement to transport networks in east Kent could help create 6,000 jobs by 2033.

"To deliver true growth and prosperity we need radical plans and innovative new ways to fund them," Cllr Carter said.

The case for a Thanet Parkway station is explained in KCC's transport delivery plan Growth Without Gridlock. Click on www.kent.gov.uk to view the plan.

# **Having your** say on future of industry

MANUFACTURERS are being urged to respond to a government growth review to have their say on the future of the industry.

The Advanced Manufacturing Growth Review document outlines the aims of the manufacturing sector, sets out the key competitive strengths and examines the major long-term growth opportunities.

The Manufacturing Advisory Service South East is asking Kent firms to respond before the February 11 deadline.

Programme manager David Caddle said the document sets out the action Government is taking within the sector. "What we want to do as an organisation

is to make sure manufacturers in our region know about this framework and are given every opportunity to comment on the plans," he said.

"There will never be a better opportunity for firms, working at the coalface, to have their views fed into the decision making process so they actually influence policy that will evolve over the next decade.

#### **Strengths**

The Advanced Manufacturing Growth Review will reflect the capabilities of UK manufacturing, the strengths of the economy and the opportunities for broad-based growth from globalisation, technological development and the move to a low-carbon economy.

It will also aim to tackle barriers such as skills shortages, rising energy costs, security of supply, export and regulatory issues. Mr Caddle said: "Manufacturers need to

read the document and ask, are these ambitions the right ones? Are there more pressing issues? What Government action would you like to see?

"We have already had a £50 million commitment to enhance the Manufacturing Advisory Service and a further £600,000 is being invested in a two-year automation and robotics programme that will deliver greater productivity and increase precision performance. It is pleasing to see advanced manufacturing is so high on the list of priorities and companies need to do

their bit to ensure their voice is heard."

To download the document, go to www.bis.gov.uk/assets/biscore/businesssectors/docs/g/10-1297-growth-review-

framework-for-advanced-manufacturing. Comments should be sent t amgr@bis.gsi.gov.uk by February 11.



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# BUSINESS WEEK SPOTLIGHT INVESTMENT & FUNDING online: www.businessforkent.co.uk

# Are you employing the right finance to suit your needs?

WARREN MULVIHILL, the regional director for commercial banking at NatWest in Kent, explains how SMEs - small to medium-size enterprises - can improve their chances of gaining access to finance

T IS important during the current climate to have a relationship with your bank that goes beyond just being a lender.

Banks are a great source of free business advice and can share a whole range of knowledge and tips on how to manage your cashflow and plan ahead for any potential pitfalls your business may face.

Providing business advice and support to SMEs is at the very heart of our business proposition at NatWest and we are committed to providing added value that will benefit all business sizes and ensure you make an informed decision



ADDED VALUE: Explore banking options

In response to feedback from customers, the bank has packaged a number of lending initiatives designed to help them maintain a healthy cash position and identify growth areas. These include already established Government-backed lending schemes - the Enterprise Finance Guarantee scheme and European Investment Bank loan - as well as specific initiatives launched by the bank including a £1 billion Manufacturing Fund, SME Exporters Package, SME Customer Charter and the Business Hotline, as well as traditional banking facilities and lines of

Indeed, with increased access to the wide range of funding schemes now available it is fair to say there are more finance options available to SMEs than ever before, so it is increasingly important for business owners

to explore all options and ensure the solution fits their business, rather than the other way round.

Lending is not the only proposition that supports your business, though. It is vital that you review your finances and ensure any excess funds are not laying dormant in current accounts but are positioned in deposit facilities tailored to suit your needs.

UR deposits team has a wealth experience and knowledge to help support customers to find the best solution to meet their deposit needs to ensure your funds work as hard as you do and in line with your business aspirations

For companies looking to diversify their risk, developing export markets is an ideal way of doing this while at the same time tapping into new areas of growth opportunities. It can seem a complex activity with a lengthy order to cash cycle, but we're here to help simplify the process and offer all the support we can.

In addition to having a strong product that appeals to overseas markets, you need to be able to assess your prospective customer's credit standing as well as cross-border collection risks. You also need to have a strong understanding of the specific risks you face in exporting.

That is why at NatWest we have devel-

oped a dedicated suite of materials and services that provides exporters with all the information they need to be successful.

The launch of the free Exporters Package last year covers the main risks exporters face, and the solutions available to help them manage these; together with details of a range of funding products for preshipment and post-shipment financing, and online tools that improve visibility and control over the financial aspects of export transactions.

HROUGH our comprehensive trade finance offering we can help customers to manage a range of risks, from fulfilling major export orders without having upfront payments to customer insol-

We have a presence in more than 35 countries, including the major trading economies worldwide, as well as an extensive partner bank network.

RBS also recently increased its credit risk appetite by extending its invoice finance offer to over 50 approved countries and trade finance to over 80 countries, including many of the UK's top export destinations.

These are just some of the ways in which we are working closely with our customers to provide that extra support needed in the current economic environment and demonstrate our continued commitment to helping SMEs.

Chatham

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**NEXT WEEK:** Business Week Spotlight will focus on the legal sector

# Help us build an extension to Kentish Flats Offshore Wind Farm

Vattenfall, a leading European energy company, would like to extend its Kentish Flats Offshore Wind Farm (also known by local people as Whitstable or Herne Bay Wind Farm) with up to 17 wind turbines. This Statement of Community Consultation explains how you can comment on its proposed application for a development consent order to the Infrastructure Planning Commission.

#### Kentish Flats Extension - the proposal

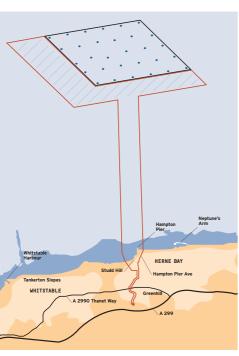
The existing Kentish Flats wind farm with 30 wind turbines has been producing green electricity since 2005. The proposed extension is around 8km off Herne Bay and will be to the south and west of the current project. It could add up to 17 wind turbines in 7.7 km2 of sea, in water depths between three and five metres at lowest tide.

The wind turbines for the extension will have a similar capacity to those currently used, with a tip height up to 145 metres. The turbines will be placed on top of large steel tube foundations which will be driven up to 35 metres into the seabed, similar to the current scheme.

Underwater cables will connect turbines to the existing offshore substation from which one or two underwater cables will run to shore at Hampton Pier, Herne Bay. Onshore, the new cables will follow the route of the existing cabling along the Hampton Pier Road under paved roads to the Red House Farm substation south of Herne Bay. KFE will not require any changes to the power grid.

Due to its scale, Vattenfall must do an assessment, known as EIA, of possible significant environmental effects of the extension. We are also seeking views from all interests, including the public, on the proposal. We will consult on the whole project and have identified the following as likely to be important:

- Potential cumulative impacts on Red-throated divers in the Thames Estuary
- · Visual, landscape and seascape effects
- Impact on fishing, leisure and business interests, including tourism
- Impact of onshore construction on nearby households
- Impact on traffic on roads caused by onshore works



There will be an opportunity to consider these and other points, during the consultation process. We will make available the preliminary findings of our EIA. This initial environmental information will also describe any alternatives we are considering and measures to minimise impacts.

#### Why Vattenfall wants to extend Kentish Flats

Kentish Flats Extension (KFE) could generate up to 150,000 megawatt hours per year of clean electricity, if 17 turbines are deployed. This is equivalent to the total annual electricity needs of up to 35,000 UK homes.

The UK's delivery of its offshore wind potential could supply the equivalent of 30% of the country's electricity demand. Offshore wind in the UK will help European green energy targets and the reduction of emissions that cause climate change.

Vattenfall is committed to major reductions in carbon emissions from its activities as an energy company. Wind power will it meet that commitment

#### **About Vattenfall**

Vattenfall is a leading European energy company and is Europe's fifth largest generator of electricity and the continent's largest producer of heat. Across the north of Europe we operate many wind farms on land and in the sea. This includes Kentish Flats and Thanet Offshore Wind Farm, which is the world's largest offshore wind farm.

### Statement of Community Consultation and the Infrastructure Planning Commission

In 2008 new planning laws changed the way projects like KFE are dealt with. Under this new regime the Infrastructure Planning Commission (IPC) controls the planning process for nationally significant infrastructure projects. Vattenfall will submit its proposal to the IPC following a consultation with both the community and organisations including the local authorities, Marine Management Organisation and Natural England.

We will carefully consider all responses received and when the application is made we will report to the IPC and all responders detailing how we have taken the communities' views into account.

The IPC will ask Kent County Council and Canterbury City Council for their opinion of the Vattenfall community consultation. The Councils' opinion will play an important part in whether the IPC accepts the application.

#### Other planning matters

When the IPC decides on KFE it will take into account any energy related National Policy Statements (NPSs) published by the UK Government. These are currently in draft but will be finalised before a decision is made. These include: Energy (EN-1); Renewable Energy Infrastructure (EN-3); and, Electricity Network Infrastructure (EN-5).

Vattenfall is unaware of any other applications to the IPC or local authorities or consultations which are relevant to this proposal.

You can view a document which describes our approach to the consultation on the Vattenfall website.

If you need help to understand this proposal and the IPC process you can contact Planning Aid by calling 0870 850 9806 or visiting www.rtpi.org.uk/planningaid/planning\_aid\_in\_your\_area/south\_east/

#### **PUBLIC INFORMATION & CONSULTATION DAYS**

Date & Time	Location
23 Feb 2011 2-8pm	Kings Hall Beacon Hill, Herne Bay, CT6 5BA
24 Feb 2011 2-8pm	Whitstable Castle Tower Hill, Whitstable, CT5 2BW

### How you can find out more and tell Vattenfall what you think

isit the websit

www.vattenfall.co.uk/en/kentish-flats-extension.htm Email: mandy.broughton@vattenfall.com Call: (0)7545 339 299

Post: Mandy Broughton, Kentish Flats Extension, Vattenfall Wind Power, 10 Greycoat Place, London, SWIP ISB Or use the feedback form and questionnaire available at the Public Information Days and public places where project documents are lodged.

This community consultation starts on 31 January, 2011 and you must reply in writing by 4 March, 2011 using the methods described above.

Please note that responses may be made public.

#### Help us build the best possible wind farm - get in touch

Vattenfall has already started its consultation but the formal community consultation runs from 31 January 2011 to 4 March 2011. Kentish Flats is already an important feature in the area and we value our good relations with local people.

Please look at our proposals, the preliminary environmental information, maps and other documents. All of these will be available on our website for the duration of the application and, during the consultation period at the locations noted below.

Your views will be taken into account as we complete the assessments of the KFE, finalise the design of the wind farm, and before we submit an application to the IPC.

We will also do the following to help the Thames Estuary coastal community, especially around Herne Bay and Whitstable, and other interests, express their views on our plans:

- Contact by letter homes and businesses likely to be affected by our plans
- Hold public information and consultation days in Herne Bay and Whitstable with specialist staff on hand
- · Advertise our plans in local papers
- Advertise the Statement of Community Consultation in local papers in the Thames Estuary region
- Hold separate workshops and meetings with fishermen, other users of the sea and the region's businesses
- Continue meetings with the Area Member Panels and Parish Councils of Whitstable and Herne Bay
- Maintain contact with all those who have shown an interest in the project
- Continue working with local media to publicise Vattenfall's plans
   Place all relevant documents on the Vattenfall website, including
- Work with Kent County Council and Canterbury City Council to inform local interests of our proposals explaining how they can get involved
- Work with both Councils to identify and engage with hard-to-reach groups
- Place the PEI, maps, other relevant documents and envelopes and questionnaires in the Harbour Office, Whitstable Harbour, the Canterbury City Council office in Herne Bay, Medway Council (Gun Wharf, Dock Road, Chatham), Swale Borough Council (Swale House, East Street, Sittingbourne), Thanet District Council (Cecil Street, Margate), Maldon District Council (Princes Road, Maldon), Rochford District Council, (3-19 South Street, Rochford) Southend-on-Sea Borough Council (12th FI, Civic Centre, Victoria Avenue, Southendon-Sea), Castle Point Borough Council (Kiln Road, Benfleet)

Are you having difficulty reading this advert? Please contact Mandy Broughton on 07545 339 299 or mandy.broughton@vattenfall.com for a large print version.

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